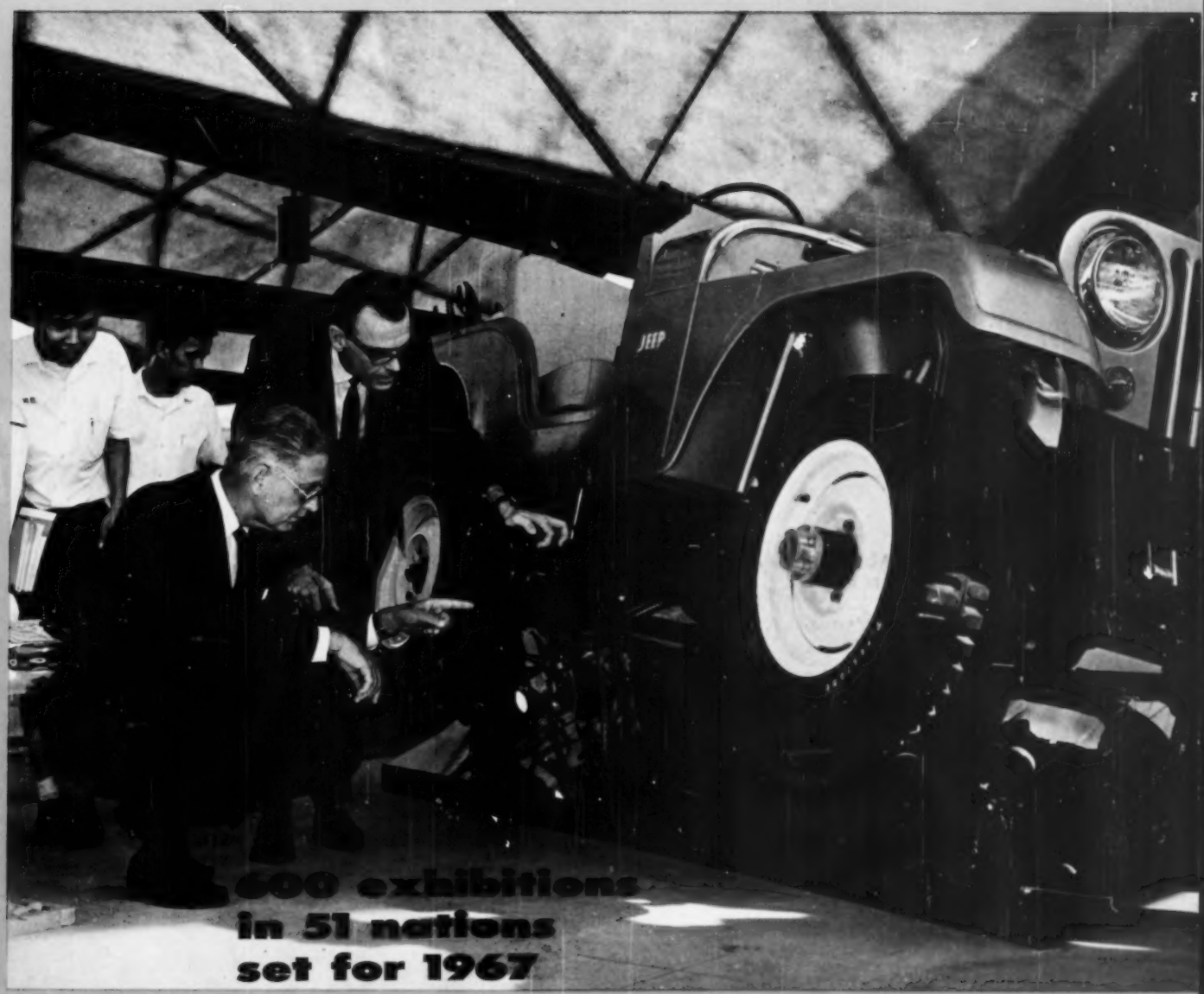
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

December 26, 1966



600 exhibitions in 51 nations set for 1967

International Trade Winds Newsletter

Company News

CHEMICALS—R. M. Hollingshead Corp., Camden, N.J., in association with South African partners, has formed a new company, Camden Chemical Industries, Pty., Ltd., with headquarters in Johannesburg. The new firm will produce and market Hollingshead's line of automotive, household, and industrial chemicals in South Africa. Hollingshead currently sells its line of chemical products in 110 countries, and this is the third joint manufacturing venture announced this year.

ELECTRONICS—Transitron Electronic Corp., Wakefield, Mass., will build a new $1 million manufacturing facility at Vernon, France, northwest of Paris, to produce various electronic components. Other U.S. companies with plants now in operation in France include Texas Instruments, Fairchild Camera and Instruments, and Motorola.

ATOMIC EQUIPMENT—Baird-Atomic Inc., Cambridge, Mass., has formed a new wholly-owned subsidiary, Baird-Atomic, Ltd., in Hornchurch, Essex, England. The affiliate will handle all the company's manufacturing and sales operations in Great Britain and the Commonwealth countries. The firm's other European subsidiary, Baird-Atomic (Europe), NV, located in the Hague, Netherlands, will continue to manufacture and sell products for Continental Europe and the Middle East.

FOOD SERVICE EQUIPMENT—Jet Spray International Corp., Waltham, Mass., has been appointed exclusive international distributor for the Therm-a-creamer cream dispenser, manufactured by Progressive Metal Equipment, Inc. Jet Spray's network of distributors extends to 96 countries, and the firm has won a Presidential "E" award for its international marketing success.

ELECTRONIC EQUIPMENT—Signetics Korea Co., Ltd., has been formed by Signetics Corp., Sunnyvale, Calif., a Subsidiary of Corning Glass Works, Corning, N.Y. The Korean firm is building a plant near Seoul, and has begun operations to produce semiconductor integrated circuits at a temporary facility in Seoul.

What's on the breakfast menu in Tokyo? Business briefings, for U.S. representatives of the companies exhibiting at the U.S. Trade Center in the Japanese capital. The briefings are sponsored by the American Chamber of Commerce in Japan. Sales and other business tips given out at the early morning sessions have been acclaimed as time-savers in approaching a complex market.

Principal U.S. imports from the Soviet Union now rank as follows: platinum metals, pig iron, chrome ore, undressed fur skins, and cut diamonds.

Fourteen American Motors automobiles worth $60,000 were sold off the floor of the Stockholm Trade Center in a between-the-shows promotion, recently. American Motors estimates another $240,000 in sales in the next 12 months. In the Frankfurt Trade Center the same show resulted in sales in six figures.

What happens to investment opportunities published as a result of U.S. Trade Missions to Latin America? Fifty-seven opportunities were reported after a Trade Mission to Peru in 1965. Twenty-four of the 57 companies either cannot be contacted or do not wish to provide further information --often the case when successful arrangements have been made. Fifteen proposals elicited inquiries from the U.S. which were not pertinent to the proposals. Only nine of the investment opportunities produced no response. One proposal received a response from a company in a third country. Five proposals were submitted by firms that later lost interest. Three of the investment opportunities led to substantial negotiations, one of which appears likely to yield immediate results.

About one-fourth of the visitors registered at the Frankfurt Trade Center's exhibition on oceanographic equipment came from outside Germany--testimony to the pulling power of the show, the first truly commercial exhibition of its kind in Europe. France sent 57 professional visitors, Britain 48, Netherlands 36, and there were even eight from the Soviet Union.

Scheduling of professional discussions with high-level speakers continues to be a valuable adjunct to shows at U.S. Trade Centers. Appearance of Jacques-Yves Cousteau, Jacques Piccard and Guenter Dietrich on the rostrum at the Frankfurt oceanographic exhibition brought audiences of 150-200 persons per day.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Action at the American Pavilion at the First Asian International Trade Fair at Bangkok, Thailand, symbolizes the special report this week of upcoming trade fairs in 51 nations. Such a schedule is a twice-yearly feature of INTERNATIONAL COMMERCE. It appears on Pages 2-17. A report on the Bangkok fair is on Page 18. Kaiser Jeep, whose exhibit is being inspected by U.S. Ambassador to Thailand Graham A. Martin in the cover photo, expects to increase sales through Thailand by 150% during the new year.

December 26, 1966

Volume 72
Number 52

International Commerce

Published by
BUREAU OF INTERNATIONAL COMMERCE

Special Report

Trade Fair Schedule in 51 Nations
Pages 2-17

Georgia Trade Mission Boosts State's Economy 19
Visit to Netherlands, Scandinavia finds market potential for trailers, meatcutting tools, gantry cranes, men's suits, other items

C.I.F. Effect on U.S. Imports—Up 9% 22
Census Bureau study arrives at figure after sampling about 2,500 shipments in first half of '66

Esso's Tiger Reaches Ivory Coast Tanks 27
Oil marketing firm from U.S. opens first in planned chain of service stations; country interested in encouraging investments

TRADE FAIRS AND CENTERS—Pan Am and IBM exhibits popular in Bangkok 18
WORLDWIDE BUSINESS OUTLOOK—Italy's business rebounds after flood 23
U.S. GOVERNMENT ACTIONS—U.S. businessmen surpass restraint targets 24
FOREIGN GOVERNMENT ACTIONS—Australia ups import duties on chemicals 25
Nordic group is single bargaining unit for negotiations in Kennedy Round 25
INVESTMENT OPPORTUNITIES—European manufacturers want U.S. licensees 26
WORLD TRADE OPPORTUNITIES—Norway seeks construction bids for NATO 30
NEW BOOKS AND REPORTS—Studies give information on international finance 40

Fairs set for 51 nations

Worldwide exhibitions offer chances for U.S. businessmen to sell products and get agents

Every six months, INTERNATIONAL COMMERCE publishes a list of worldwide trade fairs to help American manufacturers plan their participation for the coming year—and the year after that.

These fairs, some general, some specialized, are listed by country, city, name, type, and management address. Unless otherwise specified, the fairs are held annually, are scheduled for 1967, and the management office is located in the host city. Tentative U.S. Government participation by the Department of Commerce is shown by a bullet (●).

Information is taken from the latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

The first INTERNATIONAL COMMERCE each month carries an up-to-date schedule of U.S. trade fair participations, trade center promotions, and trade missions, with extensive descriptions of each.

Write: Bureau of International Commerce, Code 942, Department of Commerce, Washington, D.C. 20230.

Algeria

Algiers

Sept. 4-19. Int'l Fair of Algiers. Palais Consulaire, Place des Martyrs.

Australia

Adelaide

April 22-30. Adelaide Homes & Building Exhibition. RAS Showground. Box 4180, GPO, Sydney.

Brisbane

April 14-22. The Ideal Homes Show. Building construction materials and supplies. Box 48, GPO, N. Brisbane.

Melbourne

March 2-19. Int'l Trade Fair. General. Melbourne Chamber of Commerce, 90 William St.

April 21-30. Ideal Home Show. 110 Jolimon Road. Semi-Annual.

May 1-5. Business Efficiency Fair.

June 26-July 1. Exhibition on Science in the Development of Australia.

July 28-Aug. 6. National Boat & Sporting Exhibition. 392 St. Kilda Rd., Box 2689.

Aug. 7-12. Int'l Engineering Exposition. ● Factory Modernization Equipment.

Sept. 2-10. Int'l Homes Show. Industrial Public Relations Service of Australia (Vic.) Pty. Ltd., 392 St. Kilda Rd.

Perth

Feb. 2-8. Motor Show. 111 Hay St., West Perth.

March 10-18. Perth Homes & Industrial Fair. 254 Adelaide Terrace.

March 26-April 2. Engineering & Machine Tool Exhibition. 254 Adelaide Terrace.

Sydney

Feb. 3-9. Int'l Motor & Boat Show, C.A.I. House, 33 Reley St.

Feb. 12-16. Int'l Toy Fair. 107 Ballarat Rd., Maidstone, Victoria.

May 22-26. Radio and Electronics Engineering Convention & Exhibition. Box 3120, GPO, Sydney, N.S.W.

Oct. 31-Nov. 4. Int'l Spring Trade Fair. Clothing Production Industry. Industrial Public Relations Service of Australia Pty. Ltd., Box 4180, GPO, Sydney.

Austria

Dornbirn

May 17-19. Austrian Textile Fair.

Nov. 21-23. Austrian Textile Fair.

Graz

April 30-May 8. Int'l Fair & Exhibition of Breeding Stock. Grazer Messe GmbH., Conrad Hoetzendorf Strasse 67. Semi-Annual.

Klagenfurt

Aug. 11-21. Klagenfurt Fair. Timber. Valentin Leitgebstrasse 11.

Vienna

March 12-19. Int'l Spring Fair. General. Messepalast, Messeplatz 1.

Sept. 10-17. Int'l Fall Fair. General. Messepalast, Messeplatz 1.

Ried Im Innkreis

Aug. 26-Sept. 3. Austrian Agricultural Fair.

Innsbruck

September. Tourist Industry Equipment Exhibition.

Belgium

Antwerp

June 10-25. Antwerp Fair. Schijnpoortweg, 113, Merksem-Antwerp.

Brussels

Jan. 4-8. Baby Show. Palais du Centenaire, Brussels 2.

Jan. 8-15. Leather Goods Exhibition. Salon International de la Maroquinerie 52, rue du Progres, Brussels 1.

Jan. 16-19. Hotel and Restaurant Equipment and Supplies Exhibit. Salon International du Materiel pour Hotels, Restaurants et Cafes. 183 Avenue Edouard Benes, Brussels 8.

Jan. 18-29. Automobile Show. Salon de l'Automobile 22, rue du Luxembourg, Brussels 4.

Jan. 28-Feb. 5. Building and Home Decoration Materials Exhibit. Salon International du Batiment et des Arts Decoratifs 178, Avenue Louise, Brussels 5.

Feb. 2-19. BISCOCHOC—Chocolate, Cookies, Confectionery, and Processing Equipment. Salon International Chocolat, Biscuits et Confiserie (biennial). 41 rue Navez, Brussels 3.

Feb. 25-March 3. SOGESTOR—Gardening Tools, Machines and Equipment Exhibit. Salon International du Jardin et du Logement. 14 rue Duquesnoy, Brussels 1.

Feb. 25-March 3. Sports Goods, Boats and Trailer Show. Salon des Vacances 4, rue de l'Ecuyer, Brussels 2.

April 4-16. Brussels International Fair (general) Foire Internationale de Bruxelles Palais du Centenaire, Brussels 2.

April 29-May 4. SADIBEL—Teaching Aids Exhibit. 183 Avenue Edouard Benes, Brussels 8.

Sept. 16-19. BENELUX—International

THE 36 AMERICAN EXHIBITORS at the recent 17th edition of the Paris International Packaging Show expect sales of $6.6 million during the next year. More packaging shows are on the 1967 list, including Mexico City, Moscow, Brussels, London, Tokyo, Utrecht, Copenhagen, and Paris again.

Leather and Shoe Show. Salon International du Cuir et de la Chaussure 7, Lange Kruisstraat, Ghent.

Oct. 1-5. Read-to-wear Exhibit. Salon Europeen de l'Elegance et du Vetement de Pluie 52, rue de Progres, Brussels 1.

Oct. 7-22. Food and Household Appliances Exhibit. Salon de l'Alimentation et des Arts Menagers 29-31 Boulevard du Jardin Botanique, Brussels 1.

Nov. 25-Dec. 3. Medical and Surgical Equipment and Supplies Exhibit. Salon de l'Equipment Medical (biennial).

December. Furniture and Furnishings Show. Foire de Meuble 70, Coudenberg, Brussels.

June 6-13, 1968. PROPACK—Exhibit of Packing and Packaging Products, Machines and Equipment. Palais du Centenaire, Brussels 2 (biennial).

Charleroi

Feb. 25-March 12. Building Construction & Holidays Exhibition, Societe Cooperative de Gestion du Palais des Expositions.

Ghent

Jan. 27-31. TEXTIRAMA—International Industrial Fair of Textiles and Clothing. Bourse Internationale Industrielle du Textile et du Vetement, 65 Martelaarslaan.

Sept. 9-24. Foire Internationale des Flandres. Floraliapalais.

Liege

April 29-May 15. International Fair (general). Foire Internationale. 6, Avenue Melvoz, Liege 1.

Bulgaria

Plovdiv

Sept. 24-Oct. 3. Int'l Fair of Plovdiv. Bulgarian Chamber of Commerce, 11a Stamboliisky, Sofia.

Canada

Montreal

Feb. 17-23. National Agricultural Exhibition. 10819 St. Denis St.

Feb. 13-17. Canadian Sports Goods & Cycle Assn. Show. 11580 Poincare St.

Feb. 27-March 3. Canadian Toy Fair. Room 1307, 67 Yonge St., Toronto 1.

April 6-9. British Motor Show. c/o Cooke, Toledo Motors, 2134 St. Catherine St., West Montreal.

April 13-15. Hospital Suppliers Exhibition. P.O. Box 116. Rosemont.

April 28-Oct. 27. EXPO 67—Canadian Universal & International Exposition. Canadian Corporation for the 1967 World's Fair, Place Ville-Marie.

Sept. 12-15. Hardware Show.

Sept. 28-Oct.1. Canadian Laundering & Dry Cleaning Show. 481 University Ave., Toronto 2.

Oct. 1-4. Canadian Shoe & Leather Fair.

Oct. 16-20. Canadian Graphic Arts Show.

May 14-17, 1968. Canadian Plant Engineers & Maintenance Show—Trade Shows of Canada, 481 University Ave., Toronto. Biennial.

Toronto

Jan. 26-29. Canada Farm & Industrial Equipment Trade Show. 4881 Yonge St., Willowdale.

Feb. 3-11. Canadian Boat Show. 85 King St., East.

Feb. 6-9. Canadian Hardware Show. 290 Merton St.

Feb. 21-24. Toronto Spring Gift Show. Show Merchandizing Ltd., Seccombe House, 443 Mt. Pleasant Rd.

March 11-19. Canadian National Sportsmen's Show. Toronto Anglers' & Hunters' Assn., 85 King St., East.

March 21-24. Canadian Restaurant Assn. Convention & Exhibition. 60 Avenue Rd.

March 31-April 8. National Home Show. 1819 Yonge St.

April 10-11. Industrial Safety Equipment Exhibition, 90 Harbour St.

April 17-20. Restaurant Convention & Exhibition.

May 1-5. Industrial Fair. 481 University Ave. Biennial.

May 30-June 2. Plastics Show of Canada. 481 University Ave.

June 13-15. Int'l Woodworking machinery & Supply Show. 1600 Berri St., Suite 263.

Sept. 26-29. Toronto Fall Gift Show. 443 Mt. Pleasant Rd.

Oct. 17-20. Int'l Food Fair. (Held alternately in Montreal and Toronto since 1963) Industrial & Trade Shows of Canada, 481 University Ave.

Dec. 4-7. Process Equipment Show. 481 University Ave.

Vancouver

May 17-27. British Columbia Int'l Trade Fair. 785 Hornby St. Triennial.

Aug. 19-Sept. 4 Pacific National Exhibition. Exhibition Park.

Chile

Santiago

Oct. 9-24. Santiago Int'l Trade Fair ● General.

Colombia

Bogota

Sept. 1-20. Int'l Trade Fair. General. Corporation de Ferias y Exposiciones S.A., Carrera 40.

Czechoslovakia

Brno

Sept. 10-19. Int'l Trade Fair. General. Brno-Vystaviste, Praha 3, Vaclavske Nam. 57.

Sept. 12-27. Nat'l Stamp Exhibition. Praha 1, Nove Mesto, Jiudresska.

Denmark

Copenhagen

Feb. 17-26. AURA—Automotive Service Equipment and Accessories Show. Udstillingshallen Forum A/S, Julius Thomsens Plads.

Feb. 24-March 5. Recreational Living. 8 Badstuestraede.

March 10-19. Heating, Ventilation and Sanitation Show.

April 7-16. House, Garden and Hobby Show. Julius Thomsens Plads.

April. 27-May 5. NORD-PACK 67—2nd International Packaging Show. 20 Ryvangs Alle.

April 27-May 5. NORD-TRANS 67—Scandinavian Transport Fair. 20 Ryvangs Alle.

May 3-7. 2nd International Hospital Equipment Exhibition. Fyns Forum, Odense.

May 18-21. Danish Furniture Fair. 8 Hellerupvej.

June 1-7. Int'l Construction Machinery Trade Fair.

Sept. 22-Oct. 1. Int'l Technical Fair.

Oct. 13-22. Sporting Goods Show. 8 Badstuestraede.

Oct. 20-29. Int'l Trade Fair. 64 Hvidkildevej.

Feb. 8-13, 1968. Scandinavian Boat Show. 8 Badstuestraede.

April 20-29, 1968. Recreational Living. 7 Rantzausgade.

Esbjerg

April 24-May 5, 1968. 6th Int'l Fisheries Fair. 20 Ryvangs Alle, Copenhagen.

Fredericia

Aug. 23-27. The Civil Service Fair. Dansk Kobestaevne.

April 22-28, 1968. Int'l Office Equipment Show. 20 Ryvangs Alle, Copenhagen.

Herning

March 4-8. Danish Textile Fair. 1 Mindegade.

March 22-27. Hobby and Vacation Show.

Aug. 31-Sept. 10. HI-67—Handicrafts and Industrial Fair. Herning Hallen A/S.

April 10-15, 1968. Hobby and Vacation Show.

Finland

Helsinki

Feb. 10-19. Boat & Camping Exhibition. Suomen Messut, Toolo.

Sept. 15-24. NAVIGARE 67—International Maritime Exhibition. Suomen Messut, Toolo.

France

Besancon

Sept. 2-11. Horological Exhibition. Boite postale 135. Palais Granvelle.

Bordeaux

June 15-26. Int'l Trade Fair. 12 Place de la Bourse.

Cannes

April 7-13. Int'l Television Program Market. 11, rue d'Artois, 75 Paris.

Grenoble

Feb. 24-28. Int'l Winter Sports Exhibition. 1, place Jacqueline-Marval.

Lille

April 22-May 7. Int'l Trade Fair. Grand Palais.

Lyon

Feb. 25-March 6. Int'l Wood Machinery Exhibition. 15, rue de la Division Leclerc.

March 3-6. Int'l Hardware Exhibition. Palais des Congres.

Marseilles

April 6-17. Int'l Spring Fair.

Metz

March 29-April 9. Int'l Trade Fair. 1 Avenue de l'Amphitheatre.

Nancy

April 10-16. Int'l Material Show for Butchers.

June 1-12. Int'l Fair of Nancy.

Sept. 25- Oct. 1. Int'l Exhibition of Municipal Equipment.

Nice

March 2-13. Int'l Fair of Tourism. 8 Place Massena.

Oyonnax

May 24-30. Int'l Plastics Exhibition and Optical Instruments & Materials Show. Hotel de Ville.

Toulouse

March 21-26. Int'l Agricultural Equipment Exhibition.

Oct. 11-22. Ideal Home Show. 4, rue Joutx-Aigues.

Paris

Jan. 13-23. Int'l Pleasure Boating Exhibition. 15, rue de la Paix.

Jan. 15-23. Jewelry, Gold and Silver Wares; Gifts Exhibition. 10 rue Charlot.

Jan. 18-23. Art Work-Shops. 45 rue des Petites-Ecuries.

Jan. 20-25. Int'l Lighting Exhibition. 22, Ave. Franklin-Roosevelt.

Jan. 20-25. Int'l Furniture Exhibition. 22, Ave. Franklin-Roosevelt.

Jan. 20-25. Carpet and Floor Coverings Exhibition. Parc des Expositions, Porte de Versailles.

Feb. 5-11. Int'l Toys Exhibition. 95, rue de Jurenne.

Feb. 11-14. European Men's Wear Exhibition. 8, rue de Richelieu.

Feb. 1-14. Knitting Arts Exhibition. 11, rue Anatole de la Forge.

Feb. 11-14. Ladies Lingerie Exhibition.

Feb. 25-March 6. Int'l Caravan Exhibition. 35, rue des-Renaudes.

COMMERCE DEPARTMENT FIELD OFFICE IN CINCINNATI issued invitations to the recent U.S. exhibit in the Paris Packaging Exposition, and Clopay Corp. was one of those accepting. Here the firm's officials welcome U.S. Ambassador Charles E. Bohlen. They told him the show was an outstanding sales success.

March 2-19. Int'l Workshop Exhibition. 15 Avenue de la Division Leclerc.
March 4-12. Int'l Agricultural Exhibition. 72, rue de Varenne.
March 7-12. Int'l Agricultural Machinery Exhibition. 95, rue de Saint-Lazare.
March 9-14. Int'l Audio Festival. 16, rue de Presles.
April 5-10. Int'l Electroacoustic Exhibition. 16, rue de Presles.
April 5-10. Int'l Electronic Components Exhibition. rue de Presles.
April. The Business Gift Fair. 12, Boulevard de la Madeleine.
April 14-21. MESUCORA—● Measure. Control, Regulation Exhibition. Quadrennial. 23, rue de Lubeck.
April 15-20. Int'l Fur Industries Exhibition. 36, Avenue de l'Opera.
April 15-20. Ladies Ready-to-Wear Apparel Exhibition. 35, rue Etienne-Marcel.
May 13-25. Int'l Hunting & Fishing Exhibition.
May 19-28. Int'l Materials Handling Exhibition. Biennial. 20, rue Carpeaux.
May 19-28. Int'l Surface Treatment and Industrial Finishing Exhibition. 20, rue Carpeaux.
May 19-28. Int'l Hydraulics and Compressed Air Show. 20, rue Carpeaux.
May 24-30. Int'l Plastics Exhibition. Hotel de Ville.
May 26-June 4. Paris Air Show. ● Aircraft Components & Support Equipment.
May 26-June 4. International Aviation & Space Salon ● Biennial.
June 18-23. Art Workshop—China, Crystal, Pottery, and Glassware Exhibition. 45, rue de Petites-Ecuries.
July 7-13. Dental Exhibition. 22, rue de Petites-Ecuries.
Sept. 1-10. Int'l Radio and Television Exhibition. 16, rue de Presles.
Sept. 2-11. Int'l Horological Exhibition. Boite Postale 135.
Sept. 8-13. Int'l Leather Exhibition. 2 rue Edouard.
Oct. 5-15. Int'l Motor Show. 34, boulevard Haussmann.
Oct. 12-21. SICOB Int'l Office Equipment Exhibition. 66, Place de Valois.
Oct. 12-23. Int'l Hotel & Catering Equipment. 13, rue de Liege.
Nov. 4-7. Children Fashion Exhibition. 11, rue Anatole-de-la-Forge.
Nov. 5-13. Do-it-Yourself Exhibition. 42, rue de Louvre.
Nov. 23-Dec. 3. BATIMAT Int'l Building Exhibition. Biennial. 1, Avenue Niel.
Nov. 10-14. Int'l Exhibition of Optical, Photographic, and Motion Picture Equipment. Triennial. 5 bis, rue Jacquemont.
Nov. 24-Dec. 5. Int'l Laundry & Dry-Cleaning Equipment Exhibition. Biennial.
May 16-26, 1968. Int'l Public Works & Building Equipment Exhibition.
May 24-June 1, 1968. Int'l Chemical Exhibition.

Germany

Berlin

Jan. 27-Feb. 5. GREENWEEK—Agricultural Machinery Fair. 22 Messedamm.
March 5-10. Intl Fashion Week. Hardenbergstrasse 16-18.
March 10-19. Int'l Boat Show & Water Sports Exhibition. 22 Messedamm.
April 10-21. Int'l Fashion Week. Hardenbergstrasse 16-18.
May 17-21. Pharmaceutical & Medical Instruments Exhibition. Klingsorstrasse 21.
May 31-June 3. Hospital Equipment Exhibition. Messedamm 22.
Aug. 25-Sept. 3. German Radio, TV, & Records Exhibition. Messedamm 22.
Sept. 16-19. Soap Fair. Messedamm 22.
Oct. 6-15. German Industries Exhibition. Messedamm 22.
Oct. 9-20. Int'l Fashion Week. Hardenbergstrasse 16-18.

Cologne

Jan. 4-8. IFADA—Int'l Millinery Exhibition. Hutindustrie e.V. Schildergasse 41-45, 5 Cologne 4.
Feb. 23-26. Int'l Trade Fair. Household Goods & Hardware. Semi-Annual.
April 22-24. Int'l Babies & Children's Fair. Semi-Annual.
June 22-5. ITERZUM—Int'l Fair for Woodworking Supplies.
July 4-8. Int'l Millinery Exhibition.
Aug. 24-27. Int'l Clothing Manufacturing Machinery Exhibition.
Aug. 25-27. Int'l Men's Fashion Week.
Sept. 8-10. Int'l Trade Fair. Household Goods & Hardware.
Sept. 30-Oct. 8. ANUGA—Int'l Exhibition of Fine Foods and Provisions.
Oct. 23-25. SPOGA—Int'l Fair for Sporting Goods and Camping.
Jan. 23-28, 1968. Int'l Furniture Fair.

Dortmund

June 3-11. Int'l School Exhibition. Schonhause Str. 15.

Duesseldorf

March 12-15. Int'l Ladies Fashion & Sales Week. Schaeferstrasse 25.
March 12-13. Int'l Stamp Traders' Exhibition.
April 8-10. European Footwear Sample Display. Nowea Messegelaende.
April 23-27. Int'l Ladies Fashion & Sales Week. Schaeferstrasse 25.

BI-LINGUAL ATTENDANTS provide a Latin American visitor with a guide to the U.S. Exhibit at the San Salvador International Fair. Attendants at overseas fairs also provide information on business questions, and introduce buyers to commercial attaches so that they may obtain further details.

May 26-June 8. DRUPA—Int'l Printing & Paper Fair. Nowea Messegelaende.
Oct. 5-12. KUNSTSTOFFE—Int'l Plastic Exhibition. Nowea Messegelaende.
Oct. 25-29. Int'l Ladies Fashion and Sales Week. Schaeferstrasse 25.
May 18-22, 1968. EUROSHOP—Modern Shopfitting & Display.
Oct. 9-15, 1968. INTERKAMA—Int'l Exhibition of Instrumentation & Automation.

Essen

April 1-9. Int'l Boat Show & German Camping Exhibition.

Frankfurt

Feb. 26-March 2. Int'l Spring Fair. Friedrich-Ebert-Anlage 57.
April 1-9. Int'l Sanitary & Heating Exhibition.
April 26-30. Fur Trade Exhibition. Boirsenstrasse 8.
May 23-26. INTERSTOFF—Int'l Trade Fair of Clothing Textiles. Semi-Annual.
June 21-29. ACHEMA—● Int'l Chemical Equipment Fair.
Aug. 27-31. Int'l Fall Fair. Friedrich-Ebert-Anlage 57.
Sept. 14-24. Int'l Motor Exhibition. Westendstrasse 51.
Oct. 12-17. Int'l Book Fair. Auslands- und Messebuero, Kleiner Hirschgraben.
Nov. 21-24. INTERSTOFF—Int'l Clothing Textile Trade Fair. Semi-Annual. Friedrich-Ebert-Anlage 57.
March 3-7, 1968. Int'l Spring Fair. Friedrich-Ebert-Anlage 57.

Friedrichshafen

April 28-May 7. Int'l Spring Fair. Friedrich-Ebert-Anlage 57, Frankfurt.

Hamburg

Jan. 19-25. Int'l Boat Show. 2 Hamburg 36.

Feb. 11-12. Spring Textile & Clothing Fair. Planten und Blomen Ausstellungspark der Freien und Hansestadt, Hamburg 36, am Dammtor, 2.

March 9-15. Int'l Fair of Gastronomy.

March 9-15. National German Hotel & Catering Exhibition. Planten und Blomen, Austellungspark der Freien und Hansestadt, Hamburg 36, am Dammtor, 2.

April 6-9. Camping, Weekend & Aquatic Sports Exhibition.

Aug. 25-Sept. 3. "You and Your World" Exhibition.

Hanover

Jan. 21-29. Int'l Building Trades Exhibition. Deutsche Messe und Ausstellungs A. G.

April 29-May 7. Int'l Hanover Fair. ● Materials Handling Equipment.

Sept. 17-26. Int'l Machine Tool Exhibition. Verein Deutscher Werkzeugmaschinenfabriken E. V. am Hauptbahnhof 6.

June 7-11. 1968. European Educational Materials Fair.

Leipzig

March 5-14. Int'l Spring Fair. General. Leipziger Messeamt, Hainstrasse 18. Semi-Annual.

Sept. 3-10. Int'l Fall Fair. General. Semi-Annual.

March 3-12, 1968. Int'l Spring Fair. General. Semi-Annual.

Sept. 1-8, 1968. Int'l Fall Fair. Semi-Annual.

Munich

March 9-19. Int'l Handicrafts Fair.

March 11-19. BAUMA—Int'l Exhibition of Building Machinery. 8 Muenchen 25. 7 Radlkoferstrasse.

April 2-6. Fashion Week.

July 31-Aug. 5. Int'l Dermatological Exhibition.

Sept. 15-24. Int'l Exhibition of Tourism, Hotel & Catering Trades. ●

Oct. 2-26. ELECTRONICA—Electric components. Baumusterschau 8, Meunchen 25, 16 Radlkoferstrasse.

March 1968. BAU '68—Int'l Trade Fair for Building & Construction Materials. 8 Muenchen 12, 14 Theresienhoehe.

March 15-24, 1968. Int'l Small Enterprise & Handicrafts Fair. Verein fuer Handwerksausstellungen und Messen E. V., 8 Muenchen 12, 14 Theresienhoehe.

Between shows

An export sales method which is becoming more popular is using the display space of United States Trade Centers between their regularly scheduled shows.

How can the U.S. manufacturer reserve the display space of the centers for between-show exhibits?

Simple. Contact the trade center director directly, in care of the American Embassy in Bangkok, London, Stockholm, and Tokyo, and in care of the American Consulate in Frankfurt and Milan. The government will not do any market surveys or publicity, however. All expenses must be met by the exhibitor.

Directors of the trade centers are: Bangkok—Charles Welbert; Frankfurt—Wolfgang Robinow; London—Donald S. Kilby; Milan—Martin Stahl; Stockholm—Stephen Duncan-Peters; and Tokyo—T. Howard Peters.

The six centers operate eight to ten regularly scheduled shows each year. The intervals between shows last two or three weeks. Additional time throughout the year also is allotted for rotating window displays and solo exhibits by U.S. firms.

Nuremburg

Feb. 12-17. Int'l Toy Fair. Berliner Platz 24, 8500 Nuremburg Berliner Platz 24.

Sept. 17-19. Int'l Stamp Traders' Exhibition.

Offenbach

Feb. 25-March 2. Int'l Leather Goods Fair. Kaiserstrasse 108-112.

Pirmasens

April 22-27. Footwear, Leather & Machinery Fair.

Saarbrucken

April 15-23. Int'l Samples Fair. Messegelaende. 66 Saarbrucken.

Stuttgart

March 1-5. INTHERM—Int'l Trade Fair for Oil & Gas Heating.

April 8-16. INTERHOGA-67—Int'l Hotel & Catering Trades Exhibition.

April 28-30. Candy Fair.

June 8-11. Int'l Blind & Revolving Shutter Products Fair. 8 Stuttgart. Biennial.

Sept. 23-27. INDROFA-67—Int'l Druggists Fair. Stuttgarter Ausstellungs, GmbH, 7000 Stuttgart N.

Nov. 7-12. Resistance Welding & Micro-Seaming Exhibition.

May 11-19, 1968. Int'l Bakery Exhibition. Stuttgarter Ausstellungs GmbH, Am Kochenhof 16, 17 Stuttgart.

Wiesbaden

March 23-25. Int'l Sports Trade Fair. Langgasse 17, 62 Wiesbaden.

Great Britain

Bath

Jan. 9-13. West County Hotel. Catering and Licensed Trades Exhibition.

Belfast

May 24-27. Annual Show & Industrial Exhibition.

Aug. 30-Sept. 6. Ideal Home Exhibition.

Birmingham

Jan. 13-21. Holidaymakers' Exhibition.

Jan. 13-21. Midland Homehunter Exhibition.

Feb. 18-March 4. Boat and Holiday Show. 167 Garrison Lane.

March 18-April 1. Midlands Own Boys' & Girls' Exhibition.

Blackpool

Jan. 16-19. Int'l Slipper Fair. 84-88 Gt. Eastern St. E. C. 2.

Jan. 24-26. Northern Amusement Equipment & Coin-Operated Machine Exhibition. Boston House, W. St., Brighton, Sussex.

Feb. 6-10. Int'l Gifts Fair. 185-187 High Rd., Chadwell Heath, Essex.

March 14-16. Autumn Shoes Exhibition.

June 6-9. Public Cleansing Conference & Exhibition.

Aug. 1-3. Royal Lance Agriculture Show.

Bournemouth

Jan. 10-13. Southern Gifts & Fancy Goods Fair. 371 Charminster Rd., Hants.

April 24-26. Radio & TV Retailers' Assn. Exhibition.

Brighton

Jan. 29-Feb. 2. British Toy Fair. Regent House, 89 Kingsway, W. C. 2.

Feb. 15-25. Home Life Exhibition. 8 Salisbury Road, Leicester.

Feb. 27-March 2. Smallwares Trade Fair.

March 13-18. Southern Hotel, Catering & Licensed Trades Exhibition. Boston House, Brighton, Sussex.

April 24-28. Int'l Exhibition & Conference of Freight Movement & Handling.

May 15-18. Int'l Rubber Exhibition.

July 14-22. Antiques Fair.
Sept. 28-30. Purchasing Officers Assn. "Minibition".
Oct. 8-11. Hairdressing Exhibition of Great Britain.

Briston

June 25-27. Royal Welsh Show. Llanilwedd, Builth Wells, Rads.

Buxton

April 15-22. Antiques Fair.

Cambridge

April 17-20. East Counties Building Trades Exhibition.

Cardiff

April 11-15. Clubs & Sports Trade Exhibition.
March 27-April 1. Welsh Antiques Fair.
Feb. 13-18. Welsh Motor Show.
May 6-20. Welsh Ideal Home Exhibition.

Carlisle

Aug. 12-13. North West Exhibition.

Chelmsford

May 17-27. Trades & Industrial Fair.

Chipping Sodbury

July 28-29. Game Fair.

Colchester

May 15-22. Ideal Home & Trades Exhibition.

Dundee

April 11-22. Scotland's Food Exhibition.

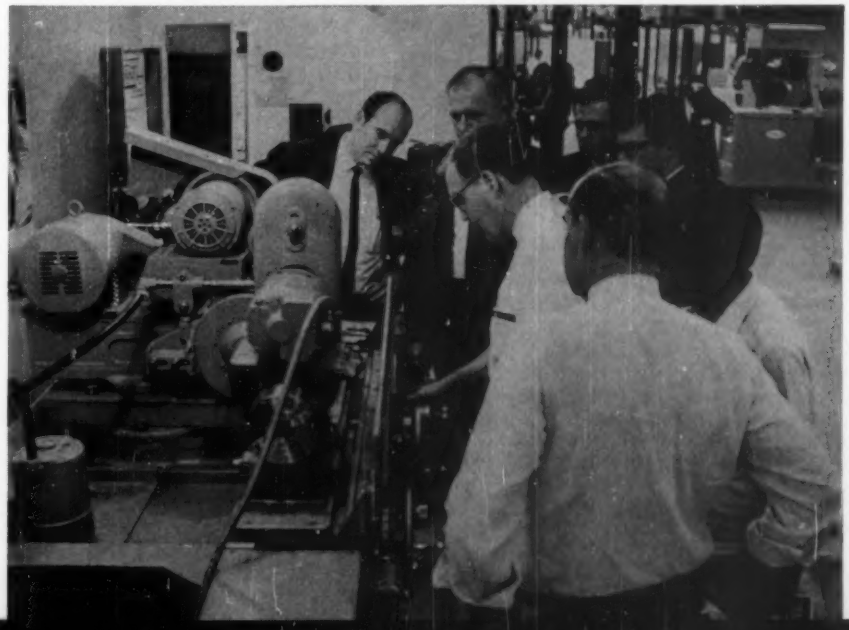
East Kilbride

May 22-27. Lanarkshire Trade Fair.

London

Jan. 3-14. Int'l Boat Show. 31 Great Queen St. W. C. 2.
Jan. 23-27. LITESHOW—International Lighting Exhibition. ¾ Clements Inn, W. C. 2.
Jan. 29-Feb. 2. Leathergoods, Luggage & Handbag Fair. 9 St. Thomas St., S. E. 1.
Jan. 30-Feb. 3. Int'l Hardware Trade Fair. 9 Castle Place. High Wycombe, Bucks.
Jan. 30-Feb. 3. STATINDEX—Stationery Industry Exhibition. 6 Wimpole St., W. 1.
Jan. 30-Feb. 11. Int'l Furniture Show. 1-19 New Oxford Street.
Feb. 3-11. COLEX—Camping & Outdoor Life Exhibition; Camping Holiday & Travel Exhibition. Spring Street, W. 2.
Feb. 20-23. Int'l Display Market Week. 2 Caxton St., S. W. 1.
Feb. 27-March 3. INDEX—Interior Design & Contract Furnishing Exhibition. New Oxford St., W. C. 1.
Feb. 27-March 3. CARPEX—Int'l Carpet, Linoleum & Floor Coverings Fair. 1-19 New Oxford St., W. C. 1.
Feb. 27-March 3. IMBEX—Int'l Men's and Boys' Wear Exhibition. 1-19 New Oxford St., W. C. 1.
Feb. 28-March 3. CARTONEX—Carton & Case Making Exhibition. Mercury House, 103-119 Waterloo Rd., S. E. 1.
March 7-April 1. Ideal Home Exhibition. Harmsworth House, Bouverie St., E. C. 4.
March 13-17. MEDEA—Int'l Medical Engineering & Automation Exhibition. 9 Argyll St., W. 1.
March 13-17. Int'l Reproduction & Industrial Photographic Exhibition. 9 Argyll St., W. 1.
March 30-April 2. Int'l Audio Festival & Fair. 42 Manchester St.
April 3-7. Int'l Dairy Engineering & Food Machinery Exhibition. 1–19 New Oxford St., W. C. 1.
April 3-7. Int'l Refrigeration Fair. 14 New Burlington St., W. 1.
April 12-22. Antiques Spring Fair. 21 George St., St. Albans, Herts.
April 17-20. Physics Exhibition. 47 Belgrave Square, S. W. 1.
April 25-May 4. Lighting Exhibition. 1-19 New Oxford St., W. C. 1.
April 25-May 4. Int'l Engineering Exhibition. ● Specialized Engineering Tools, Welding & Cutting Equipment; Machine Tool Attachments and Components.
May 15-20. Int'l Photo-Cine Fair. Dorset House, Stamford St., S. E. 1.
May 22-25. Int'l Leather & Components Fair. 84-88 Great Eastern St.
May 22-26. PAKEX—Int'l Packaging Exhibition. 1-19 New Oxford St., W. C. 1.
June 1-7. World Fishing Exhibition. Shepherds Bush Rd., W. 6.
June 5-9. Int'l Hospital Equipment & Medical Services Exhibition. 14 New Burlington St., W. 1.
June 14-29. Antique Dealers' Exhibition. Park Lane, Grosvenor House.
June 19-22. HEATEX—Industrial Process Heating Symposium & Exhibition. 109-119 Waterloo Rd., W. E. 1.
June 21-July 1. INTERPLAS—Plastics Exhibition. Dorset House, Stamford St., S. E. 1.
July 5-7. Audio-Visual Aids Conference & Exhibition. 33 Queen Anne's St., W. 1.
July 10-14. Int'l Storage & Warehouse Development Exhibition & Symposium. 14 Burlington St., W. 1.
July 17-21. Scrap & Waste Exhibition. 64 Pembroke Rd.
July 24-27. National Self-Service Laundry & Coin-Operated Dry Cleaning Exhibition. Stephen's House, Victoria Embank, W. W. 1.
July 26-28. Industrial Cleansing & Maintenance Trades Fair. 9 Castle Place, High Wycombe, Bucks.
Aug. 7-11. Int'l Gift & Fancy Goods Exhibition. 169 Kensington High St., W. 8.
Sept. 1-16. Int'l Handicrafts & Do-It-Yourself Exhibition. Link House, Dingwall Ave., Croydon, Surrey.
Sept. 11-15. Industrial Photographic & Television Exhibition. 1-19 New Oxford St.
Sept. 16-23. Int'l Cycle & Motor Cycle Show. Starley House, Eaton Rd., Coventry.
Sept. 18-22. Int'l Watch & Jewelry Trade Fair. 1-19 New Oxford St., W. C. 1.

METALWORKING MACHINE TOOLS for all fields of Venezuelan industry were on display at the U.S. Solo Exhibition in Caracas recently. Santiago and Lima have likely U.S. participations in 1967.



AT TEL AVIV INTERNATIONAL TRADE FAIR, over 350,000 Israelis saw the exhibits of 31 U.S firms, who expect nearly $2 million in business before June 1967. Several fairs are scheduled in the Near East.

Sept. 20-30. Antiques Autumn Fair. 21 George St., St. Albans, Herts.
Oct. 2-5. "Shoes for Spring" Exhibition. 72 Dean St.
Oct. 2-11. Business Efficiency Exhibition. 109 Kingsway, W. C. 2.
Oct. 18-28. Int'l Motor Exhibition. 17 Devonshire St., W. 1.
Oct. 24-28. Royal Dairy Show. 17 Devonshire St., W. 1.
Nov. 15-29. Int'l Building Exhibition. 11 Manchester Sq., W. 1.
Nov. 28-30. Amusement Trades Exhibition. 19 Charing Cross Rd.
Dec. 4-8. Royal Smithfield Show & Agricultural Machinery Exhibition. S.M. M.T. Forges House, Halkin St., S. W. 1.
Dec. 6-8. Int'l Poultry Show. Stamford St., S. E. 1.

Ghana

Accra

Feb. 1-19. Int'l Trade Fair. ● Ministry of Trade, P.O. Box M 47, Accra.

Greece

Athens

Jan. 15-23. Shoe & Leather Exposition. 64 Panepistimiou St.

Thessaloniki

Sept. 4-25. Int'l Fair of Thessaloniki. General.

Hong Kong

Hong Kong

Dec. 6 1966-Jan. 10, 1967. Hong Kong Products Exhibition. 64-65 Connaught Rd.

Hungary

Budapest

May 19-29. Budapest Industrial Fair. General. Barosliget.

India

Hyderabad

Jan.-Feb., 1967. All India Industrial Exposition.

Madras

Jan. 22-Feb. 28. Int'l Trade and Industries Fair.
Jan. 31-Feb. 6. Int'l Leather Fair. c/o Central Leather Research Institute, Adyar, Madras 20.
Jan. 12-Feb. 17, 1968. Indian Int'l Trade and Industries Fair. Delhi St. Bldg., 30 Feroz Shah Rd.

Ireland

Belfast

May 25-28. Annual Show & Industrial Exhibition. Agricultural. The King's Hall, Balmoral Show Grounds.

Dublin

May 3-7. Dublin Spring Show. Royal Dublin Society, Ball's Bridge.
Sept. 7-16. Irish Int'l Food & Drink Fair. Industrial & Trade Fairs of Ireland Ltd. 4 Fitzwilliam Place.
Sept. 26-30. Irish Packaging Exhibition. 41 Wellington Place.

Israel

Tel Aviv

June 20-July 5. AGREXPO—Int'l Agricultural & Food Fair.

Italy

Bari

Sept. 7-20. Int'l Levant Fair. General. Ente Autonomo Fiera del Levante.

Bolzano

September. Bolzano Trade Fair. Via Roma, 18 Bolzano.

Florence

April 24-May 7. Int'l Handicraft Fair. Piazza della Liberta 1.

Genoa

Feb. 4-14. Int'l Boat Show & Caravan Show. Genoa Int'l Fair.
Oct. 12-22. Int'l Communications Fair.

Messina

Aug. 7-21. Int'l Trade Fair. Campionaria Internazionale.

Milan

Jan. 22-26. Italian Leathergoods Show. Via Leopardi 14.
Feb. 4-12. Int'l Toy Show. Via Piatti 4.
March 23-27. Milan Fur Fair. COMIS, via Turati 7.
April 14-25. Int'l Samples Fair. Via Domodossola.
May 12-21. Int'l Petroleum Exhibition.
Oct. 4-10. IPACK-IMA—Int'l Packaging Exhibition. 62 via Carlo Pravizza.

Padua

May 31-June 13. Int'l Trade Fair. Via N. Tommaseo 59.

Palermo

May 26-June 9. Int'l Mediterranean Fair. General. Fiera del Mediterraneo Campionaria.

Parma

Sept. 23-Oct. 1. Int'l Fair for Preserved Food & Packing. Via Cavostro 3.

Rome

June 14-29. Int'l Electronic & Nuclear Energy Exhibition & Congress. Via Crescenzio 9.

Trieste

June 21-July 5. Int'l Samples Fair. General. Viale Ippodromo 18.

Turin

Feb. 12-21. SAMIA—Int'l Clothing Exhibition. Corso Massimo d'Azeglio 15. Twice yearly.
March 18-31. Int'l Household Equipment & Supply Exhibition Corso Massimo d'Azeglio 15.
April 29-May 10. Italian Marketing Exhibition of High Quality Shoes and

Leather Goods. Via Santa Teresa 22.

April 29-May 10. Italian Exhibition of Perfumes & Cosmetics. Esposizioni, S.p.A. Corso Massimo d'Azeglio 15.

June 4-12. Int'l Aeronautical Exhibition. (Aircraft and Airport Equipment). Corso Massimo d'Azeglio 15.

Sept. 7-10. SAMIA—Int'l Clothing Fair. Corso Massimo d'Azeglio 15. Twice yearly.

Sept. 21-Oct. 3. Int'l Technical Exposition. Corso Massimo d'Azeglio 15.

Nov. 3-13. Int'l Motor Show. Corso Galileo Ferraris 60.

June 1-13, 1968. Int'l Aircraft Exhibition. Corso Massimo d'Azeglio 15.

Verona

Feb. 8-13. Int'l Exhibition of Earth-Moving & Building Machinery. Casella Postale 199.

March 13-21. Int'l Agricultural Fair. Palazzo del Pallone.

Japan

Osaka

Sept. 28-Oct. 4. Japan Electronics Show. ●

Tokyo

April 18-May 7. Int'l. Trade Fair. General. 1-3 Chome, Marunouchi, Chiyoda-ku. Biennial.

June 9-18. Int'l. Home Show.

September. Int'l Hydraulic Machinery Show. Harumi Fairgrounds.

Sept. 4-10. Material Handling Equipment and Packaging Machine Show. Harumi Fairgrounds.

Kenya

Nairobi

Oct. 1967. Royal Show. Agriculture.

Lebanon

Khalde

June 1967. Lebanon Cultural-Industrial Fair.

Libya

Tripoli

Feb. 28-March 20. Int'l Trade Fair. ● Construction Equipment. General Industrial & Agricultural Equipment, including Irrigation & Automotive Maintenance.

Luxembourg

Luxembourg

May 25-June 4. Int'l Trade Fair. Consumer goods. Avenue Victor Hugo, Case Postale 110.

Sept. 2-11. Furniture Fair. 41 Rue Glesener.

Malta

Valletta

July 1-15. NAXXAR—Malta Trade Fair. General. Villa Parisio.

Mexico

Mexico City

July 31-Aug. 10. U.S. Solo Exhibition. ● Food Processing & Packaging Equipment.

Morocco

Casablanca

April 27-May 14. Int'l Trade Fair. 1 rue Jules Mauran.

Netherlands

Amsterdam

Jan. 9-12. HORECAVA—Nat'l Trade Fair for Hotel, Restaurant, Cafe, and Related Industries. R.A.I.—Gebouw N.V., Europaplein 8.

Jan. 26-Feb. 5. CARAVAN-RAI—Exhibition of Caravans and Accessories. R.A.I.—Gebouw N.V., Europaplein 8.

Feb. 16-26. Int'l Automobile Show. R.A.I.—Gebouw N.V., Europaplein 8. Biennial.

March 10-19. HISWA—Int'l Watersports and Camping Exhibition. R.A.I.—Gebouw N.V., Europaplein 8.

March 31-April 4. Int'l Household Fair. Gerrit van der Veenstraat 94.

April 17-20. INTERCONTEX—Int'l Ready-Made Clothing and Textile Trade Fair. R.A.I.—Geboux N.V., Europaplein 8.

June 5-9. NEBATO—Netherlands Bakery Exhibition. Sweelinckplein 64, The Hague.

Sept. 21-Oct. 1. FIRATO—Int'l Exhibition of Electronics. R.A.I.—Gebouw N.V., Europaplein 8. Biennial.

Sept. 4-7. Men's Fashion Fair. Secr. Netherlands Economic Assn. of the Wearing Apparel Industry, van Eeghenstratt 101.

Nov. 8-12. EUROPORT 67—Int'l Maritime Exhibition. Holland Shipbuilding, Burg. s'Jacobsplein 10, Rotterdam.

Hague

April 7-12. Nat'l Camping and Sports Exhibition. Houtrustweg 108.

April 28-May 7. NAVITO—Int'l Exhibition for Sports and Recreation. Navito, Zoutkeetsingel 139-140.

Sept. 26-Oct. 6. Ideal Home Exhibition. P.O. Box 6005.

Rotterdam

Jan. 27-Feb. 5. BINNENHUIS 67—Int'l Fair for Household Furnishings. Beurscentrum Rotterdam, Bergsingel 104.

March 15-25. LENTIADE—Spring Fair. Stichting Intern. Consumentenbeurs, Beursgebouw Kamer 424, Meent 110.

Sept. 29-Oct. 12. FEMINA—Int'l Consumers Fair. Beursgebouw Kamer 424, Meent 110.

Utrecht

Jan. 2-6. Winter Trade Fair for Luggage and Leather Goods together with Souvenir Fair. Royal Netherlands Industry Fair, Vredenburg.

FRESH FISH FROM THE UNITED STATES is becoming an increasingly important export through exhibits such as this one in Austria. Food and food processing is the subject for 12 exhibitions in this list.

Jan. 9-11. Int'l Trade Fair for Sports and Camping Equipment. Techn. Dienst Sportvakbeurs, Thurledeweg 63, Rotterdam.

Jan. 22-26. KEUR 67—Art Industry Trade Fair. Royal Netherlands Industry Fair, Vredenburg.

March 6-14. Int'l Spring Trade Fair. Technical and Consumer Goods. Royal Netherlands Industry Fair, Vredenburg.

April 19-26. MACROPAK—Int'l Packaging Exhibition. Royal Netherlands Industry Fair, Vredenburg. Triennial.

May 22-25. Self-Service Exhibition. Stitching Rationele Distributie, Kastanjelaan 53, Arnhem. Biennial.

Sept. 4-12. Int'l Fall Trade Fair. Consumer Goods. Royal Netherlands Industry Fair, Vredenburg.

March 1968. Int'l Spring Trade Fair. Technical and Consumer Goods. Royal Netherlands Industry Fair, Vredenburg.

Sept. 1968. Int'l Fall Trade Fair. Consumer Goods. Royal Netherlands Industry Fair, Vredenburg.

Oct. 16-23, 1968. MACHEVO—Machinery and Equipment Fair. Royal Netherlands Industry Fair, Vredenburg. Triennial.

New Zealand

Wellington

Aug. 7-Sept. 2, 1967. ● Wellington Int'l Trade Fair.

Norway

Oslo

October. Int'l Chemical Engineering Industries. Tennishallene, Skoyen.

April 1968. Int'l Materials Handling & Packaging Equipment Show. Tennishallene, Skoyen.

Nov. 1968. AUTOMATICA—The Norwegian Industries Development Assn. Tennishallene, Skoyen.

Peru

Lima

Oct. 28-Nov. 11. Pacific International Trade Fair. ● Apartado 4900, Biennial. Industrial Machinery.

Poland

Poznan

March 12-19. Nat'l Spring Fair.

June 11-25. Int'l Fair. General.

CHRYSLER TOOK ADVANTAGE of the U.S. Exhibit at the El Salvador fair to introduce its 1967 line of outboard motors to the public in Central America. Over 200,000 people visited the American Pavilion.

Portugal

Lisbon

June 9-23. Int'l Trade Fair. General. Portuguese Industrial Assn. Avenida de India.

Scotland

Glasgow

Feb. 15-19. Scottish Dairy Show. Glasgow Agric. Society. 24 Beresford Terrace, Ayr.

April 19-30. Scotland's Food Exhibition. City Hall, Deansgate, Manchester 3, England.

Sept. 12-16. Licensed Hotel Caterers & Allied Trades Exhibition. Dorset Bldgs., Salisbury Sq. London, E. C. 4.

Somali Republic

Mogadiscio

Sept. 28-Oct. 12. Ninth Somali International Fair. General.

South Africa

Cape Town

Feb. 24-March 4. Cape Show. General. Cape Chamber of Industries. P.O. Box 1536.

Sept. 11-15. Hotel and Catering Trades. South African Exhibition Organizers Ltd., P.O. Box 3032.

East London

Feb. 15-18. Agricultural and Industries Show.

Johannesburg

March 20-April 3. Rand Easter Show. Consumer Products and Equipment. P.O. Box 4344.

Aug. 21-26. Mining Equipment. South African Exhibition Organizers Ltd., P.O. Box 2900.

Aug. 21-26. Ventilation & Water Purification. P.O. Box 2900.

Sept. 18-23. Mechanical Engineering & Machine Tools. P.O. Box 2900.

Oct. 16-21. ELECTRA 67—Electronic & Nucleonic Fair. P.O. Box 2900.

Nov. 13-18. Garage Equipment & Motor Accessories. P.O. Box 2900.

Nov. 13-18. Roads & Traffic Engineering. P.O. Box 2900.

Pietermaritzburg

April 28-May 6. Agricultural & Industrial Show.

Port Elizabeth

Feb. 23-28. Agricultural & Industrial Fair.

Pretoria

Aug. 24-Sept. 4. Pretoria Exhibition. Industrial Equipment and Consumer Goods. Pretoria Showground.

Spain

Barcelona

Feb. 23-March 5. Int'l Boat Show. Avenida Maria Cristina.

April 20-30. Int'l Automobile Show. Palacio No. 1. Avenida Maria Cristina.

June 1-15. Int'l Samples Fair. ● Avenida Maria Cristina.

Nov. 12-27. HOGAROTEL—Appliances, Equipment & Furnishings for Home, Hotel and Restaurant.

Bilbao

Aug. 14-29. Int'l Samples Fair.

Elda

Sept. 13-20. Int'l Footwear Industry Fair.

Gijon

May 15-23. Int'l Mining Machinery and Equipment Exhibition.

Madrid

May 14-27. Int'l Construction Industry Fair.

Murcia

April 1-13. Int'l Canning & Foodstuffs Fair. Feria Internacional de la Conserva y Alimentacion.

Seville

April 10-30. Ibero-American Samples Fair.

Valencia

March 26-April 3. Int'l Clay Working & Glass Making Machinery Show.
May 10-25. Int'l Samples Fair. Llano del Real 2.
Oct. 15-24. Int'l Woodworking Machinery Show. Llano del Real 2.

Zaragoza

April 9-16. Technical Agricultural Machinery Fair. Palacio Ferial, Gran Via.

Surinam

Paramaribo

Sept. 30-Oct. 12. Surinam Trade Fair. General. Gravenstraat 7.

Sweden

Gothenburg

Jan. 18-22. Scandinavian Lighting Fair. Skandinavisk Belysnigns Massan, Box 56, Markaryd.
Feb. 16-26. International Boat Show.
March. Sport Car Exhibition.
March 7-8. Shoe Exhibition.
March 15-18. Int'l Hotel and Restaurant Exhibition.
April 1-9. Int'l Sea Transport Exhibition. Svenska Massan.
May 19-28. International Swedish Industries Fair. Svenska Massan.
Sept. 9-17. "Household of Today" Exhibition—Swedish Trade Fair.
Oct. 19-25. SCANPACK—Int'l Packaging Exhibition. Stampgatan 38.
April 3-7, 1968. Int'l Exhibition of Medical Care & Health. Schwedische Messe, La Feria Sueca.

Halsingborg

April 29-May 5. ENGINE 67—Int'l Excavation, Building, and Transportation Fair.
Aug. 31-Sept. 10. Int'l Maritime Exhibition. AB Halsingborgsutstallningar Halsingborg Hamntorget.

Jonkoping

June 1-11. ELMIA—Agricultural & Industrial Fair. Rosenlundshall.

Malmo

Jan. 27-Feb. 5. Malmo International Boat Show. AB Malmo Batutstallning.
May 20-23. Furniture Fair. Skane Massen, Box 19015.

Stockholm

Jan. 1-22. Glass and China Exhibition.
Feb. 25-March 1. Forestry Week & International Forest Exhibition.
March 22-27. Sport Car Exhibition.
April 20-26. Int'l Hospital Exhibition.
Sept. 13-24. St. Erik's Fair. General. Storangsvagen 18.
Oct. 12-18. Stockholm Technical Fair.

Switzerland

Basel

Feb. 18-26. 5th Int'l Construction Equipment Exhibition. Quadrennial. Clarastrasse 61.
Sept. 27-Oct. 6. ITMA-67—5th Int'l Exhibition of Textile Machinery. Quadrennial. 4 General Wille-Strasse.
Nov. 14-18. INEL 67—3rd Int'l Exhibition of Industrial Electronics. 4000 Basel 21.
Nov. 22-28. Catering Exhibition & Congress.
Sept. 1-3, 1968. Int'l Hardware, Tools and Household Goods.

Geneva

March 9-19. Int'l Automobile Show. 9 rue Jacques Balmat.
Oct. 27-Nov. 6. Ideal Home Exhibition. 54b Route Acacias, P.O. Box 1211.

Lausanne

Feb. 25-March 5. Int'l Exhibition of Tourism & Sports. 2 Avenue Agassiz.

Montreux

May 22-26. Int'l Exhibition of Television Equipment.

Zurich

Jan. 22-26. Bakers & Confectioners Machines & Equipment. 8957 Spreitenbach.
Feb. 22-27. Int'l Cycle & Motor Show. Thurgauerstrasse 7.
March 9-14. Int'l Precision Engineering Exhibition.
Sept. 12-16. Office Equipment Exhibition.
March 15-24, 1968. Heating & Sanitation Exhibition.

Syria

Damascus

Aug. 25-Sept. 20. Damascus Int'l Fair. General. 67 Baghdad Ave.

Taiwan

Taipei

Oct. 26-Nov. 4. U.S. Solo Exhibition. ● U.S. Industrial Machinery Exhibition.

Thailand

Bangkok

April 1-17. Summer Fair. 199/3-4-5

Proven results

Commercial trade fairs continue to produce impressive results for participating U.S. firms.

This is particularly true of the fairs in which The Bureau of International Commerce participates. A good reason is intensive market promotion.

To bring in the trade, a specialized campaign identifies the best business prospects—the buyers, agents, distributors, users—for the featured product line and invites them to attend the fair.

Exhibitors seeking sales representation are assisted in their efforts to meet well qualified potential agents and distributors. Staff support to handle exhibitor's press contacts and product releases is also provided.

In August 1966, the biggest of the more than 175 overseas commercial exhibitions the Department of Commerce has mounted over the past five years took place in Mexico City, with $2.3 million in immediate sales reported, and several times this amount expected in future sales. Metalworking machine tools and instrumentation and packaging machinery were featured in the show, which resulted from nearly two years of advance preparation, with five months of intensive market development.

Pathumwan Square.

Nov. 17-Dec. 10. Asian Int'l Trade Fair. Dept. of Economic Relations, Ministry of Economic Affairs, Bangkok.

Turkey

Izmir

Aug. 20-Sept. 20. Int'l Fair. General. Kulturpark.

United States

The fairs in this section are listed chronologically and by name, location, and management address. It represents only a partial listing of trade shows in this country, and includes those whose managements have indicated an interest in foreign exhibitors and visitors. Information is taken from the latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

January 1967

6-15. Int'l Sports, Vacation & Travel Show. Los Angeles. 1417 Georgia St., Los Angeles, Calif. 90015

8-14. American Furniture Mart Int'l Home Furnishing Show. Chicago. 666 Lake Shore Drive, Chicago, Ill. 60611

9-13. Society of Automotive Engineers Automotive Engineering Congress & Expo. Detroit. 485 Lexington Ave., New York, N.Y. 10017

9-13. Pennsylvania Farm Show. Harrisburg. Dept. of Agric. State Farm Products Show Commission, Harrisburg, Pa.

10-15. Toledo Automobile Show. Toledo. 1 Main St., Toledo, Ohio. 43605

11-22 Nat'l Boat Show. New York. 420 Lexington Ave., Room 1659, New York, N.Y. 10017.

16-20. Nat'l Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654

17-19. Agric. Trade Show of Maine. Lewiston. State House, Augusta, Me. 04330

17-22. Oklahoma Sports, Boat & Travel Show. Tulsa. Industrial Expositions Inc., 1600 Mid-Continent Bldg., Tulsa, Okla. 74103

20-29. Mid-America Boat Show. Cleveland. 1309 W. 117th St., Cleveland, Ohio. 44107

22-26. California Gift Show. Los Angeles. Trade Shows Ltd., 3510 Council St., Los Angeles, Calif. 90004

22-25. Canners Show. Chicago. Nat'l Exposition for Food Processors, Blackwell Bldg., 7758 Wisconsin Ave., Bethesda, Md. 20014

25-27. Int'l Automotive Service Industries Show. Chicago. Overseas Automotive Club of New York, 44 E. 23rd St., New York, N.Y. 10010

28-Feb. 1. Nat'l Automobile Dealers Equipment Exbn. San Francisco. 2000 K St., N.W., Washington, D.C. 20006

29-Feb. 2. Hobby Industry Trade Show. Chicago. 200 Fifth Ave., New York, N.Y. 10010

30-Feb. 2. Nat'l Plant Engineering & Maintenance Show. Chicago. Clapp & Poliak Inc., 341 Madison Ave., New York, N.Y. 10017

30-Feb. 2. Int'l Heating & Air-Conditioning Expo. Detroit. 200 Park Ave., New York, N.Y. 10003

February 1967

3-12. San Francisco Nat'l Sports & Boat Show. San Francisco. 325 N. Pacific Ave., San Francisco, Calif. 94111

5-9. Nat'l Sporting Goods Assn. Show. Chicago. 23 East Jackson Blvd., Chicago, Ill. 60604

6-7. Memphis Cotton States Gift, Jewelry & Decorative Show. Memphis. 6 E. Monroe St., Chicago, Ill. 60603

6-9. Nat'l Auto Accessories Mfrs. of America Show. New York. One Bala Ave., Bala-Cynwyd, Pa. 19004

17-22. Miami Int'l Boat Show. Miami. 1333 S. Miami Ave., Miami, Fla. 33130

18-20. New England Hardware-Housewares Show. Boston. 665 Boylston St., Boston, Mass. 02116

18-26. New York Int'l Sport & Camping Show. New York. 353 West 57th St., New York, N.Y. 10019

19-23. Allied Gift & Jewelry Show. Dallas. Trade Mart, 2100 Stemmons, Dallas, Texas. 75208

21-March 2. Nat'l Antiques Show. New York. 97 Duane St., New York, N.Y. 10007

24-March 4. Philadelphia Motor Boat & Sportsmen's Show. Philadelphia. 803-1411 Walnut St. Building, Philadelphia, Pa. 19102

28-March 5. Colorado Sports, Boat & Travel Show. Denver. Industrial Expositions Inc., 285 North Speer Blvd., Denver, Colo. 80204

March 1967

2-5. Nat'l Stationery & Office Equip. Show. Dallas. 740 Investment Bldg., Washington, D.C. 20005

4-11. New England Home Show. Boston. Sherman Expositions Managements, 250 Boylston St., Boston, Mass. 02116

4-12. Int'l Flower Show. New York. Essex House, 158 West 58th St., New York, N.Y. 10019

5-8. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif. 90004

5-8. Detroit Gift Show. Detroit. P.O. Box 188, Zanesville, Ohio. 43701

5-9. ASME Gas Turbine Conference & Products Show. Houston. P.O. Box 188, Ho-Ho-Kus, N.J. 07423

5-10. American Road Builders Convention & Road Show. Miami Beach. American Road Builders Assn., 525 School St., S.W., Washington, D.C. 20024

5-10. Int'l Bicycle Show. New York. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10036

5-10. Int'l Toy & Trade Fair. New York. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10036

6-11. American Toy Fair. New York. 200 Fifth Ave., New York, N.Y. 10010

6-10. Western Metal & Tool Expo. & Congress. Los Angeles. William J. Hilty, Metals Park, Ohio. 44073

12-15. Philadelphia Gift Show. Philadelphia. Little Bros., 220 Fifth Ave., New York, N.Y. 10010

14-18. Specialty Advertising Assn. Show. Chicago. 25 Boat Lane, Box H. Levittown, N.Y. 11756

17-19. Int'l Stamp Show. New York. Industrial Exhibitions, Inc., 17 East 45th St., New York, N.Y. 10017

20-22. Int'l Contract Expo. & Congress (INTERCON I). Chicago. The Mer-

PRODUCT DEMONSTRATIONS are often the key to on-the-spot sales. Here the operation of electric arc welders by Harnischfeger Corp. is shown to trade visitors at a trade exhibition in Germany.

chandise Mart, Chicago, Ill. 60654

20-24. Int'l Institute of Electric & Electronics Engineers Exbn. New York. 72 W. 45th St., New York, N.Y. 10036

24-April 2. Chicago Nat'l Boat Show. Chicago. 307 N. Michigan Ave., Chicago, Ill. 60601

28-29. Progress in Electronic Equipment Exhibit. St. Louis. 1221 Locust St., St. Louis, Mo. 63103

28-30. Detroit Business Show. Detroit. 948 Penobscot Bldg., Detroit, Mich. 48226

29-April 1. Pacific Automotive Show. San Francisco. 714 W. Olympic, Los Angeles, Calif. 90015

April 1967

1-9. Int'l Automobile Show. New York. Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10005

3-5. Southern Pine Machinery & Equipment Expo. New Orleans. 520 National Bank of Commerce Bldg., P.O. Box 52468, New Orleans, La. 70150

5-7. Midwest Industrial Design & Engineering Show. Indianapolis. Marriott Motor Hotel, 2626 N. Meridian, Indianapolis, Ind. 46208

10-13. Nat'l Packaging Expo. Chicago. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10005

17-20. New York Premium Show. New York. Arthur Tarshis Associates, 161 Great Neck Road, Great Neck, N.Y. 11020

18-23. Kansas Sports, Boat & Travel Show. Wichita. Industrial Expositions Inc., 2810 East Central, Wichita, Kan. 67214

24-28. American Society of Tool Engineers Tool Show. Chicago. 20501 Ford Road, Dearborn, Mich. 48127

May 1967

8-12. Knitting Arts Exbn. Atlantic City. Robert T. Kenworthy, Inc., 866 U.N. Plaza, New York, N.Y. 10017

10-13. Int'l Science Fair. San Francisco. Joseph H. Kraus, Coordinator, 1719 N St., N.W., Washington, D.C. 20036

11-13. National Independent Meat Packers Exbn. Convention & Suppliers Show. Chicago. 1820 Mass. Ave., N.W., Washington, D.C. 20036

15-18. American Mining Congress. Cleveland. 102 Ring Bldg., Washington, D.C. 20036

15-18. Design Engineering Show. New York. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

20-24. Texas Hospital Assn. Convention & Technical Exhibit. Houston. 1905 N. Lamar Blvd., Austin, Texas. 78705

21-24. Int'l Office Exposition. Detroit. 32 W. 40th St., New York, N.Y. 10018

NURSES, DOCTORS, AND HOSPITAL OFFICIALS, all good sales prospects, attended the Stuttgart Hospital exhibition this past May. Germany is the scene for 79 shows in this list.

22-25. Nat'l Restaurant Show. Chicago. 1530 N. Lake Shore Drive, Chicago, Ill. 60610

24-26. Int'l Truck, Trailer and Equip. Show. San Francisco, Calif. Trucking Assn. 3301 So. Grand Ave., Los Angeles, Calif. 90007

28-June 1. Confectionery Industries Expo. Chicago. 36 S. Wabash, Chicago, Ill. 60603

June 1967

1-5. Electronic Industry Meeting & Show. Chicago. Room 1702 100 S. Wacker Drive, Chicago, Ill. 60606

18-21. Nat'l Plumbing & Heating Expo. Cleveland. 1016-20th St., N.W., Washington, D.C. 20036

18-22. Nat'l Assn. of Retail Grocers Convention & Exhibit. Las Vegas. 360 N. Michigan Ave., Chicago, Ill. 60601

19-24. American Furniture Mart, Int'l Home Furnishing Show. Chicago. 666 Lake Shore Drive, Chicago, Ill. 60611

25-29. Industrial Advertising Expo. Cleveland. 271 Madison Ave., New York, N.Y. 10016

July 1967

10-14. Nat'l Housewares Exhibit. Chicago. Nat'l Housewares Mfrs. Assn. 1130 Merchandise Mart, Chicago, Ill. 60654

15-18. Nat'l Office Machine Dealers Assn. Show. Chicago. 2590 E. Devon Ave., Des Plaines, Ill. 60018

August 1967

6-9. Memphis Cotton States Gift, Jewelry & Decorative Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

6-10. Nat'l Jewelry Trade Show. New York. 1025 Vermont Ave., N.W., Washington, D.C. 20005

16-19. Specialty Advertising Assn. Show. Chicago. 25 Boat Lane, Box H, Levittown, N.Y. 11756

17-26. Kentucky State Fair. Louisville. P.O. Box 17067, Louisville, Ky. 40201

22-25. Western Electronic Show & Convention. San Francisco. 3600 Wilshire Blvd., Los Angeles, Calif. 90005

26-Sep. 5. Indiana State Fair. Indianapolis. Indianapolis Council on World Fairs, Int'l Bldg., State Fair Grounds, Indianapolis, Indiana

27-30. Fancy Food & Confection Show. New York. Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017

29-Sep. 1. American Hospital Assn. Show. Chicago. 840 N. Lake Shore Drive, Chicago, Ill. 60611

30-Sep. 10. California State Fair & Exposition. Sacramento. Bureau of Exhibits, P.O. Box 2036, Sacramento, Calif. 95809

September 1967

3-6. Miami China, Glass, Gift, Jewelry & Stationery Show. Miami Beach. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

10-13. Produce Packaging Expo. New York. P.O. Box 29, Newark, Del. 19711

11-14. Instrument-Automation Conference & Exhibit. Chicago. Instrument Society of America, Penn-Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh, Pa. 15219

CONTINUOUS LIQUID NITROGEN FREEZING MACHINE by Liquid Carbonic was the biggest attention-getter in the U.S. exhibit at the Machevo Fair in Utrecht, Netherlands, in October, 1965. Cities such as Utrecht, Hanover, London, and Paris have had important trade shows for centuries.

12-15. Nat'l Chemical Expo. Chicago. 86 E. Randolph St., Chicago, Ill. 60601

13-15. Aerospace Industries Show. Washington, D.C., 1750 Penna. Ave., N.W., Washington, D.C. 20006

16-24. Eastern States Expo. W. Springfield, Mass. 1305 Memorial Ave., P.O. Box 191, West Springfield, Mass. 01089

17-20. American Meat Institute Convention & Exhibition. Chicago. 59 E. Van Buren St., Chicago, Ill. 60605

21-24. Nat'l Stationery & Office Equip. Show. Chicago. 740 Investment Bldg., Washington, D.C. 20005

22-28. Direct Mail Advertising Assn., Inc. Atlantic City. 230 Park Ave., New York, N.Y. 10017

23-27. Nat'l Tire Dealers & Retreaders Assn., Inc., San Francisco. 1343 L St., N.W., Washington, D.C. 20005

23-Oct. 1. Oklahoma State Fair, Oklahoma City. P.O. Box 5026, Oklahoma City, Okla. 73101

24-28. Philadelphia Gift Show. Philadelphia. Little Bros., 220 Fifth Ave., New York, N.Y. 10010

25-28. American Export Products Fair. New York. Suite 402, 331 Madison Ave., New York, N.Y. 10017

26-30. Marking Device Assn. Show. Chicago. 1611 Chicago Ave., Evanston, Ill. 60201

28-Oct. 1. Marine Trades Exbn. Chicago. Outboard Boating Club of America, 307 North Michigan Ave., Chicago, Ill. 60601

28-Oct. 7. Southeastern Fair, Atlanta. P.O. Box 4988, Atlanta, Ga. 30302

October 1967

1-4. Public Works Congress & Equip. Show, Boston. 1313 E. 60th St., Chicago, Ill. 60636

3-7. Heart O'Texas Fair. Waco. P.O. Box 7581, Waco, Texas. 76710

7-12. Baking Industry Expo. Atlantic City. American Bakers Assn., 20 N. Wacker Drive, Chicago, Ill. 60606

9-12. Nat'l Hardware Show. New York. Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017

16-19. American Society for Metals Meeting & Show. Cleveland. William J. Hilty, Metals Park, Ohio 44073

19-20. Int'l Film & TV Festival of New York, New York. 17 E. 45th St., New York, N.Y. 10017

19-22. Mountain States Industrial & Business Exhibit & Conf. Denver. Industrial Expositions, Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

23-25. Nat'l Electronics Conf. & Exhibit. Chicago. 228 N. LaSalle St., Chicago, Ill. 60604

23-27. Business Equipment Expo. New York. 18 E. 41st St., New York, N.Y. 10017

24-27. Packaging Machinery Mfrs. Institute Show. Philadelphia. 200 Park Ave., Pan Am Bldg., New York, N.Y. 10017

25-27. Pan American Hotel & Restaurant Expo. Miami Beach. 141 N.E. 3rd Ave., Miami, Fla. 33132

28-Nov. 2. Int'l Taxicab Show. New Orleans. 420 S. Milwaukee, Libertyville, Ill. 60048

31-Nov. 2. Point-of-Purchase Advertising Institute Show. Chicago. 521 Fifth Ave., New York, N.Y. 10017

November 1967

1-3. Northeast Electronics Research & Engineering Show. Boston. NEREM Exhibits, Box 324, Waltham, Mass. 02154

5-10. American Society of Agronomy. Washington, D.C. 677 S. Segoe Rd., Madison, Wisc. 53711

5-10. Atom Fair. Chicago. 14 W. 40th St., New York, N.Y. 10018

6-9. Nat'l Hotel & Motor Hotel Expo. New York. 141 West 51st St., New York, N.Y. 10019

11-15. New York Shoe Show. New York. Hotel New Yorker, New York, N.Y. 10001

11-15. Int'l Assn. of Clothing Designers Show. New York. 12 S. 12th St., Philadelphia, Pa. 19107

13-16. Int'l Soft Drink Industry Expo. Houston. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

14-16. Industrial Electric Expo. Pittsburgh. 917 Liberty Ave., Pittsburgh, Pa. 15222

18-22. Nat'l Plastics Expo. Chicago. Clapp & Poliak, 341 Madison Ave., New York, N.Y. 10017

27-Dec. 1. Exposition of Chemical Industries. New York. Int'l Expositions, Inc., Pan Am Bldg., New York, N.Y. 10017

December 1967

1-3. Automatic Merchandising. Los Angeles. 7 South Dearborn St., Chicago, Ill. 60603

3-7. Nat'l Assn. of Home Builders Convention & Expo. Chicago. 1625 L St., N.W., Washington, D.C. 20036

5-7. Agricultural Engineering Expo. Detroit. 530 Wm. Penn Place, Pittsburgh, Pa. 15221

9-17. Int'l Aviation & Aerospace Expo.

New York. 500 Fifth Ave., New York, N.Y. 10017

26-30. Expo. of Science & Industry. New York. 1515 Mass. Ave., N.W., Washington, D.C. 20015

January 1968

7-13. American Furniture Mart Int'l Home Furnishing Show. Chicago. 666 Lake Shore Drive, Chicago, Ill. 60611

8-12. Society of Automotive Engineers Automotive Engineering Congress & Expo. Detroit. 485 Lexington Ave., New York, N.Y. 10017

9-14. Toledo Automobile Show. Toledo. 1 Main St., Toledo, Ohio. 43605

15-19. National Housewares Exhibit. Chicago. 1130 Merchandise Mart. Chicago, Ill. 60654

15-19. Pennsylvania Farm Show. Harrisburg. Dept. of Agric. State Farm Products Show Commission, Harrisburg, Pa.

20-24. Nat'l Automobile Dealers Equipment Exbn. New Orleans. 2000 "K" St., N.W., Washington, D.C. 20006

29-Feb. 1. Nat'l Auto Accessories Expo. Chicago. One Bala Ave., Bala-Cynwyd, Pa. 19004

29-Feb. 1. Air Conditioning, Heating and Refrigeration Industry Show. Atlantic City. 1815 N. Ft. Myer Drive, Arlington, Va. 22209

February 1968

2-11. San Francisco Nat'l Sports & Boat Show. San Francisco. 325 N. Pacific Ave., San Francisco, Calif. 94111

4-6. Memphis Cotton States Gift, Jewelry & Decorative Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

4-8. Hobby Industry Trade Show. Chicago. Hobby Industries Assn. 200 Fifth Ave., New York, N.Y. 10010

10-12. New England Hardware-Housewares Show. Boston. 665 Boylston St., Boston, Mass. 02116

21-24. American Road Builders Convention & Road Show. Columbus, Ohio. 525 School St., S.W., Washington, D.C. 20024

21-24. Pacific Automotive Show. Las Vegas. 714 W. Olympic, Los Angeles, Calif. 90015

22-24. Int'l Automotive Service Industries Show. Las Vegas. Overseas Automotive Club of New York, 44 E. 23rd St., New York, N.Y. 10010

26-Mar. 1. Nat'l Sand & Gravel Exhibit. Chicago. 900 Spring St., Silver Spring, Md. 20910

March 1968

17-21. ASME Gas Turbine Conference & Products Show. Washington, D.C. P.O. Box 188, Ho-Ho-Kus, N.J. 07423

18-21. Int'l Institute of Electric & Electronic Engineers Exbn. New York. 72 W. 45th St., New York, N.Y. 10036

24-29. Philadelphia Gift Show. Philadelphia. Little Brothers, 220 Fifth Ave., New York, N.Y. 10010

25-28. Nat'l Plant Engineering & Maintenance Show. Philadelphia. Clapp & Poliak Inc., 341 Madison Ave., New York, N.Y. 10017

26-28. Detroit Business Show. Detroit. 948 Penobscot Bldg., Detroit, Mich. 48226

April 1968

29-May 3. Foundry Show and AFS Castings Congress. Cleveland. 75 E. Wacker Drive, Chicago, Ill. 60601

29-May 3. American Society of Tool Engineers Tool Show. Philadelphia. 20501 Ford Road, Dearborn, Mich. 48127

May 1968

19-22. Int'l Office Exposition. Los Angeles, 32 W. 40th St., New York, N.Y. 10018

20-23. Nat'l Restaurant Show. Chicago. Nat'l Restaurant Assn., 1530 N. Lake Shore Drive, Chicago, Ill. 60610

June 1968

3-6. Design Engineering Show. Chicago. Clapp & Poliak Inc., 341 Madison Ave., New York, N.Y. 10018

16-22. American Furniture Mart Int'l. Home Furnishing Show. Chicago. 666 Lake Shore Drive, Chicago, Ill. 60611

July 1968

15-19. National Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654

August 1968

4-7. Memphis Cotton States Gift, Jewelry & Decorative Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

12-15. American Hospital Assn., New York. 840 N. Lake Shore Drive, Chicago, Ill. 60611

20-23. Western Electronic Show & Convention. Los Angeles. 3600 Wilshire Blvd., Los Angeles, Calif. 90005

September 1968

15-20. Philadelphia Gift Show. Philadelphia. Little Brothers, 220 Fifth Ave., New York, N.Y. 10001

23-26. Iron & Steel Expo. Cleveland. 1010 Empire Bldg., Pittsburgh, Pa. 15222

29-Oct. 4. ASTM (American Society for Testing Materials) Annual Meeting and Show. Atlanta, Ga. 1916 Race St., Philadelphia, Pa. 15234

30-Oct. 2. Nat'l Electronics Conference & Exhibit. Chicago. 228 N. LaSalle St., Chicago, Ill. 60604

October 1968

1-5. Heart O'Texas Fair. Waco. P.O. Box 7581, Waco, Texas. 76710

5-9. Nat'l Tire Dealers & Retreaders Assn. Show. Cleveland. 1343 L St., N.W., Washington, D.C. 20005

13-16. Produce Packaging Expo. San Francisco. P.O. Box 29. Newark, Del. 19711

20-23. Public Works Congress & Equipment Show. Miami Beach. 1313 E. 60th St., Chicago, Ill. 60636

22-24. Point-of-Purchase Adv. Institute Show. New York. 521 Fifth Ave., New York, N.Y. 10017

November 1968

4-7. Die Casting Congress & Expo. Detroit. Society of Die Casting Engineers, 19382 James Couzens Hwy., Detroit, Mich. 48235

6-8. Northeast Electronics Research & Engineering Meeting. Boston. NEREM Exhibits, Box 324, Waltham, Mass. 02154

6-10. Direct Mail Advertising Show. Chicago. 230 Park Ave., New York, N.Y. 10017

10-15. American Society of Agronomy. New Orleans. 677 S. Segoe Rd., Madison, Wis. 53711

11-14. Nat'l Hotel & Motor Hotel Expo. New York. 141 West 51st St., New York, N.Y. 10019

17-21. Int'l Assn. of Clothing Designers. Philadelphia. 12 S. 12th St., Philadelphia, Pa. 19107

U.S. AMBASSADOR TO MEXICO FULTON FREEMAN looks over the DoAll booth at the U.S. Exhibition in Mexico City last August, the largest Commerce-sponsored trade show ever mounted. A repeat performance, featuring food processing and packaging equipment, is planned for 1967.

18-21. Int'l Soft Drink Industry Show. Detroit. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

March 1969

16-20. ASME Gas Turbine Conference & Products Show. Cleveland. P.O. Box 188, Ho-Ho-Kus, N.J. 07423

U.S.S.R.

Moscow

May 16-29. INPRODMASH-67—International Exhibition. Modern Mechanical and Automated Equipment, Packing Equipment and Transportation Conveyances for Food Industry.

Aug.-Sept. ODYEZHDA—Int'l Exhibition of Clothing, Textiles, and Textile Equipment.

Yugoslavia

Belgrade

May 19-28. Int'l Technics & Technical Achievements Fair. Boulevard Vojvode Misica 14.

June 19-26. Int'l Chemical Exhibition. Boulevard Vojvode Misica 14.

Oct. 15-23. Int'l Clothing Fair—Fashion in the World. Belgrade Fair. Administration, Boulevard Vojvode Misica 14.

Leskovac

June 18-26. Int'l Textile & Textile Machinery Fair. Leskovac, Bare Slankovica St. No. 5.

Ljubljana

Aug. 1. Int'l Wine Fair. Titova 50.

Oct. 4-9. Int'l Electronics Exhibition. Titova 50.

Novi Sad

May 13-22. Int'l Agricultural Fair. Hajduk Veljkova 11.

Sept. 22-Oct. 5. Int'l Hunting & Fishing Fair. Hajduk Veljkova 11.

Zagreb

Apr. 15-23. Int'l Spring Fair. General. Alija Borisa Kidrica. Semi-annual.

Sept. 7-17. Int'l Autumn Fair. General. Alija Borisa Kidrica. Semi-annual.

Zambia

Lusaka

Aug. 5-7. Lusaka Agriculture Show. P.O. Box 333.

Ndola

June 30-July 3. Zambia Trade Fair. General. P.O. Box 1058.

OPEN DISPLAY DESIGN pleased visitors at an INTERSTOFF Clothing and Textile Exhibition at Frankfurt. Skilled design and construction assistance is a part of Commerce Department service at its exhibitions.

Specialty fairs—a cross-reference

The following list repeats some of the foreign fairs included in the foregoing schedule. These are events which have one distinctive major item for display. Readers will find additional details by referring to the main list, which gives the international fairs by country and city. United States fairs are listed only by date, and are therefore not included in the following breakdown.

Advertising

Chicago, ILLINOIS; Atlantic City, NEW JERSEY; New York, NEW YORK; Cleveland, OHIO.

Agriculture

Berlin, GERMANY; Belfast, IRELAND; Tel Aviv, ISRAEL; Nairobi, KENYA; Glasgow, SCOTLAND; East London, Pietermaritzburg, Port Elizabeth, SOUTH AFRICA; Jonkoping, SWEDEN; Navi Sad, YUGOSLAVIA; Lusaka, ZAMBIA; Washington, D.C.; New Orleans, LOUISIANA; Lewiston, MAINE; Detroit, MICHIGAN; New York, NEW YORK; Harrisburg, PENNSYLVANIA.

Audio-Visual

Sydney, AUSTRALIA; Cannes, Paris, FRANCE; London, GREAT BRITAIN; Montreux, SWITZERLAND.

Aviation

Paris, FRANCE; Turin, ITALY; Washington, D.C.; New York, NEW YORK.

Boats and Boating

Melbourne, Sydney, AUSTRALIA; Brussels, BELGIUM; Toronto, CANADA; Helsinki, FINLAND; Paris, FRANCE; Berlin, GERMANY; Birmingham, London, GREAT BRITAIN; Genoa, ITALY; Amsterdam, NETHERLANDS; Barcelona, SPAIN; Gothenburg, Malmo, SWEDEN; San Francisco, CALIFORNIA; Denver, COLORADO; Miami, FLORIDA; Wichita, KANSAS; New York, NEW YORK; Tulsa, OKLAHOMA.

Building and Construction

Adelaide, Perth, AUSTRALIA; Charleroi, BELGIUM; Copenhagen, DENMARK; Paris, FRANCE; Munich, GERMANY; Halsingborg, SWEDEN; Basel, SWITZERLAND; Miami Beach, FLORIDA; Chicago, ILLINOIS; Columbus, OHIO.

Business

Denver, COLORADO; Chicago, ILLINOIS; Detroit, MICHIGAN; New York, NEW YORK.

Camping, Sports and Fishing

Montreal, Toronto, CANADA; Copenhagen, Esbjerg, DENMARK; Grenoble, Paris, FRANCE; Cologne, Hamburg, GERMANY; London, GREAT BRITAIN; Hague, Utrecht, NETHERLANDS; Lausanne, SWITZERLAND; Novi Sad, YUGOSLAVIA; Los Angeles, San Francisco, CALIFORNIA; Denver, COLORADO; Chicago, ILLINOIS; Wichita, KANSAS; New York, New YORK.

Clothing and Textiles

Dornbirn, AUSTRIA; Brussels, Ghent, BELGIUM; Herning, DENMARK; Paris FRANCE; Frankfurt, Berlin, Cologne, Hamburg, GERMANY; London, GREAT BRITAIN; Amsterdam, NETHERLANDS; Belgrade, Leskovac, YUGOSLAVIA; Atlantic City, NEW JERSEY; New York, NEW YORK; Philadelphia, PENNSYLVANIA; Memphis, TENNESSEE.

Electronics, Instrumentation and Automation

Paris, FRANCE; Berlin, Duesseldorf, Munich, GERMANY; London, GREAT BRITAIN; Osaka, JAPAN; Amsterdam, NETHERLANDS; Moscow, USSR; Johannesburg, SOUTH AFRICA; Basel, SWITZERLAND; Ljubljana, YUGOSLAVIA; Los Angeles, San Francisco, CALIFORNIA; Chicago, ILLINOIS; Boston, MASSACHUSETTS; St. Louis, MISSOURI; New York, NEW YORK.

Engineering

Melbourne, Perth, Sydney, AUSTRALIA; London, GREAT BRITAIN; Oslo, NORWAY; Johannesburg, SOUTH AFRICA; Zurich, SWITZERLAND; Chicago, ILLINOIS; Indianapolis, INDIANA; New York, NEW YORK; Philadelphia, PENNSYLVANIA.

Food and Food Products

Brussels, BELGIUM; Toronto, CANADA; Cologne, GERMANY; Mexico City, MEXICO; Amsterdam, NETHERLANDS; Murcia, SPAIN; Miami Beach, FLORIDA; Chicago, ILLINOIS; Detroit, MICHIGAN; Atlantic City, NEW JERSEY; Las Vegas, NEVADA; New York, NEW YORK.

TWO GERMAN BUYERS examine descriptive literature and the products themselves at the International Hospital Exhibition at Stuttgart. A dozen such shows are on this world trade fair schedule.

Gifts and Jewelry

Paris, FRANCE; Los Angeles, CALIFORNIA; Denver, COLORADO; Miami Beach, FLORIDA; Detroit, MICHIGAN; New York, NEW YORK; Philadelphia, PENNSYLVANIA; Memphis, TENNESSEE.

Hardware

Montreal, Toronto, CANADA; Lyon, FRANCE; Stuttgart, GERMANY; London, GREAT BRITAIN; Basel, SWITZERLAND; Boston, MASSACHUSETTS; New York. NEW YORK.

Heating, Plumbing and Air Conditioning

Copenhagen, DENMARK; Frankfurt, Stuttgart, GERMANY; London, GREAT BRITAIN; Zurich, SWITZERLAND; Detroit, MICHIGAN; Atlantic City, NEW JERSEY; Cleveland, OHIO.

Hobbies

Herning, DENMARK; Paris, FRANCE; Florence, ITALY; Chicago, ILLINOIS; New York, NEW YORK.

Homes, Home Furnishings and Furniture

Adelaide, Brisbane, Melbourne, AUSTRALIA; Brussels, Copenhagen, DENMARK; Toulouse, Paris, FRANCE; Belfast, Cardiff, London, GREAT BRITAIN; Amsterdam, Rotterdam, NETHERLANDS; Gothenberg, SWEDEN; Geneva, SWITZERLAND; Chicago, ILLINOIS; Boston, MASSACHUSETTS.

Hotel, Restaurant and Catering

Toronto, CANADA; Paris, FRANCE; Stuttgart, GERMANY; Bath, Brighton, GREAT BRITAIN; Barcelona, SPAIN; Glasgow, SCOTLAND; Capetown, SOUTH AFRICA; Gothenburg, SWEDEN; Basel, SWITZERLAND.

Laundry and Drycleaning

Montreal, CANADA; Paris, FRANCE; London, GREAT BRITAIN.

Leather and Leather Goods

Brussels, BELGIUM; Montreal, CANADA; Paris, FRANCE, Offenbach, GERMANY; London, GREAT BRITAIN; Athens, GREECE; Madras, INDIA; Milan, ITALY; Utrecht, NETHERLANDS; New York, NEW YORK.

Machinery and Machine Tools

Brussels, BELGIUM; Toronto, CANADA; Lyon, Paris, FRANCE; Duesseldorf, GERMANY; Tripoli, LIBYA; Utrecht, NETHERLANDS; Basel, Zurich, SWITZERLAND; Los Angeles, CALIFORNIA; Chicago, ILLINOIS; New Orleans, LOUISIANA; Philadelphia, PENNSYLVANIA.

Medical, Chemical and Pharmaceutical

Brussels, BELGIUM; Montreal, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Berlin, Frankfurt, GERMANY; Geneva, Zurich, SWITZERLAND; Chicago, ILLINOIS; New York, NEW YORK; Houston, TEXAS.

Motor

Perth, AUSTRALIA; Montreal, CANADA; Copenhagen, DENMARK; Frankfurt, GERMANY; Geneva, Zurich, SWITZERLAND; San Francisco, CALIFORNIA; Chicago, ILLINOIS; New Orleans, LOUISIANA; Detroit, MICHIGAN; Las Vegas, NEVADA; Cleveland, OHIO.

Office Equipment and Machines

Fredericia, DENMARK; Paris, FRANCE; Zurich, SWITZERLAND; Los Angeles, CALIFORNIA; Chicago, ILLINOIS; Detroit, MICHIGAN; Dallas, TEXAS.

Packaging and Materials Handling

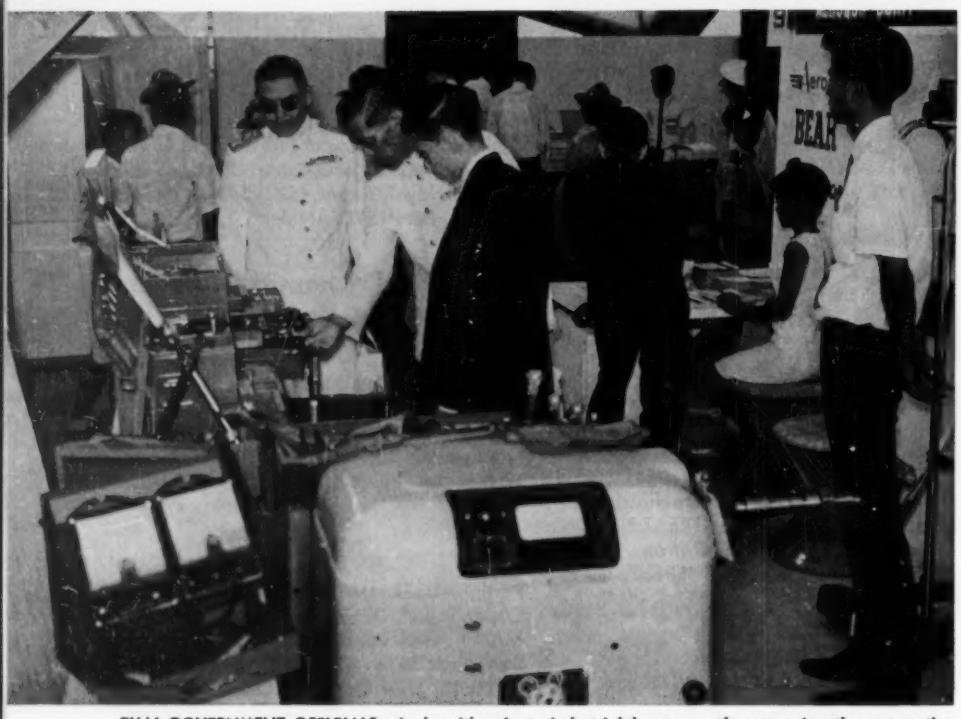
Brussels, BELGIUM; Copenhagen, DENMARK; Paris, FRANCE; London, GREAT BRITAIN; Dublin, IRELAND; Tokyo, JAPAN; Mexico City, MEXICO; Utrecht, NETHERLANDS; Oslo, NORWAY; Moscow, USSR; Gothenburg, SWEDEN; San Francisco, CALIFORNIA; Chicago, ILLINOIS; New York, NEW YORK; Philadelphia, PENNSYLVANIA.

Plastics

Oyonnax, Paris, FRANCE; Duesseldorf, GERMANY; London, GREAT BRITAIN; Chicago, ILLINOIS.

Toys

Sydney, AUSTRALIA; Montreal, CANADA; Paris, FRANCE; Nuremburg, GERMANY; Brighton, GREAT BRITAIN; New York, NEW YORK.



THAI GOVERNMENT OFFICIALS mingle with private industrial buyers as they examine the automotive repair and maintenance section of the U.S. Pavilion at the First Asian International Trade Fair.

Largest U.S. trade promotion ever in Asia creates sales at Bangkok international fair

Kaiser 'Jeep' outstanding success with sales contract for Thai assembly; Sample Display Center shows products of record 35 firms seeking agents

Over 18,000 visitors streamed through the American Pavilion at the Asian International Trade Fair in Bangkok on opening day, Nov. 17, as the largest U.S. sponsored export promotion ever staged in Southeast Asia got underway. Included in the campaign were exhibits at the fair and a special sample display service showing in Bangkok.

The fair closed Dec. 10, but the show of samples at the Sample Display Center continued through Dec. 15, featuring the products of a record 35 American firms seeking agents or distributors.

Commercial exhibits by 16 U.S. companies were the center of attraction at the fair. By the close of the fifth business day at the fair, over 280,000 people had been counted entering the fairgrounds, causing the biggest traffic jam in Thailand's history, with an estimated 70% attending the U.S. Pavilion. An accurate count was impossible, since visitors could enter from all sides.

By the end of the fair, a record crowd of over 1.5 million persons had paid to see the exhibition, with the U.S. pavilion the most popular attraction.

U.S. firms at the fair expect over $1.8 million in sales over the next year as a result of their participation. The largest single sale was made by Allis-Chalmers, which displayed heavy construction equipment.

The most successful in attracting crowds were the PanAm and IBM exhibits. PanAm's display of an alternate voice data system turned out to be a real crowd stopper.

IBM's exhibit of computer equipment, advanced accounting machines, typewriters, and dictating machines was among the most popular product displays. Using a staff of 12 demonstrators and salesmen, IBM obtained many good sales leads through an excellent job of product demonstration and sales promotion.

One of the most commercially successful exhibitors was Kaiser Jeep, which made arrangements with its Thai agent, Thai Yarnyon, Ltd., to increase sales by 150% during the coming year. Kaiser will ship initially 500 completely knocked-down units per year of its "Jeep" Universal model to Thai Yarnyon. The vehicles will be assembled by Thai Pradith, a wholly-owned subsidiary of Thai Yarnyon, at Bangkok.

Thai Pradith is one of the leading manufacturers of buses and other vehicles in the country, and will purchase additional tools, equipment, and machinery in the United States to assemble the "Jeep," the first vehicle of its kind to be assembled in Thailand. Thai Yarnyon plans to establish a network of dealers throughout Thailand to sell and service the vehicles.

If sales of the Universal "Jeep" are encouraging, other models in the line will be introduced to the market in the future. Thai Foreign Minister Thanat Khoman visited the U.S. Pavilion on opening day, and said of the Kaiser "Jeep" on display, "This is the type of equipment we in Thailand need."

Kaiser plans to move its Southeast Asian regional office from Singapore to Bangkok as a result of the rapidly increasing business potential in Thailand.

Australian carrier to buy six Douglas DC-9 jets, related equipment, services

Six Douglas DC 9-30 jet aircraft, related spare engines, parts, equipment, and services at a total cost of $29,650,000 will be purchased by Ansett Transport Industries (Operations) Pty., Ltd. of Australia. The company is a wholly-owned subsidiary of Ansett Transport Industries Ltd. which was established in 1936 and now has some 30,000 shareholders.

Purchase of the six aircraft will represent the half-way mark in a six year program for conversion of the company's trunk line fleet to jets. The planes will be used for the domestic trunk line service where there has been a substantial growth in traffic.

U.S. suppliers are the Douglas Aircraft Co., Inc. of Santa Monica, Calif. and United Aircraft Corp. of Hartford, Conn., who will also participate in the financing.

A loan of $22,534,000 has been authorized by the Export-Import Bank to assist in financing the purchase of the planes which are expected to be delivered within the next three years. The loan is repayable in 14 semiannual installments beginning in June 1967.

GEORGIA TRADE MISSION gets briefing at U.S. Embassy in Oslo. L. to r.: Griffin, Anderson, Reeve, Berry, Mrs. Allgood; Bovey (r.), of the Embassy staff.

Boost to Georgia's economy seen in work of State's trade mission to Netherlands and Scandinavia

Members find market potential in five countries for trailers, meatcutting tools, gantry cranes, men's suits, or other items

The State of Georgia this fall sent its fourth trade mission abroad to cull opportunities for the products and services of its businessmen.

The mission, organized by the Georgia Department of Industry and Trade and approved by the U.S. Department of Commerce, traveled to the Netherlands, Finland, Sweden, Norway and Denmark. Mrs. Virginia W. Allgood, as director of Industry and Trade's International Service, headed the mission.

This article is a condensation of the mission's final report.

The fourth trade mission organized by the Georgia Department of Industry and Trade should result in a boost to the State's economy.

The eight members assessed the various countries as follows:

The Netherlands and Finland were decidedly pro-American in their buying preferences, the latter to such an extent that they would pay higher prices and await deliveries on U.S. merchandise in many instances rather than patronize their nearest neighbor. Sweden was felt to be difficult to break into because Swedes were thoroughly convinced of the superiority of their products though they could be persuaded to buy from the U.S. Norway was felt to be a bit neutral in that its businessmen were pro-American but, the Mission reported, difficult to deal with.

Denmark evoked the most diverse reactions: One member felt there was not as much know-how as in other Scandinavian countries; another reported the Danes had many superior ways of doing things and said he felt their meatpacking operations were of exceptionally high quality.

Can be competitive

E. A. Anderson of Southern Saw Service, Inc., manufacturer of meatcutting tools, learned almost immediately that the U.S. system of supplying band saws on a service basis—the blades being merely loaned in order to supply a sharpening service—was totally unknown in Europe. There, the blades are purchased outright and either discarded or sharpened locally.

Europe seems to be following the pattern set some 20 years ago in the United States of making the electric meatcutting hand saw machine the principal meatcutting tool for retailers. Therefore, supplying the blades for such machines is fulfilling a vital need. He found he could definitely be competitive in all the countries visited and was even lower in some places despite providing a better blade.

Anderson had been a member of the second Georgia Trade Mission, to Latin America. After that trip, he organized a separate company to handle exports, completely reworked his presentation and catalogs for export use, and adapted his production to foreign markets.

Prospects in Netherlands

With a population of 10 to 12 million in the Netherlands, Anderson estimated there would be 8 to 10 thousand places for cutting fresh meat, all of them potential prospects for electric saws. Information received from organizations selling this type of equipment indicated that about one-third of the markets already had electric saws which had been imported from the United States, Germany and Italy, as were their blades.

No one in Holland manufactures either the machines or the blades. Those imported from the United States are of the throw-away type which cannot be resharpened while those from Italy and Germany are thought to be of poor quality. There is a real need in Holland for a supply of high quality, high performance blades.

Performance is factor

Such blades can be supplied without difficulty to fit the machines used in Holland and at a comparable delivered price, even in competition with those from the Common Market countries. The superior performance of U.S. blades should be a great factor in securing steady customers, particularly when coupled with longer life at equal price levels.

One of the largest companies distributing U.S.-made meat preparing machinery was selected as a distributor and was en-

MISSION MEMBERS tour Rosendaal (Netherlands) production plant of Mead Packaging International of Atlanta.

thusiastic about the market possibilities. Anderson estimated the annual sales potential for the country at $600,000 including sale of other meatcutting tools. Visits to a supermarket chain and six local markets to examine operations, as well as to a meat processing plant, gave him a good cross section of the meatcutting practices in Holland, and the machinery and blades now in vogue.

Dealers appointed

In Denmark, Anderson was most encouraged at finding a dealer conducting schools for meatcutters which taught them how to make full use of the power saw potentials. Meatcutting with power saws was not as advanced as in Holland but such schools should promote a faster rate of growth. Three dealers were appointed, even though the present market is relatively small, and the potential annual sales estimated at $36,000.

Anderson reported that meatpacking in Denmark was of exceptionally high quality. Inspection trips were made to two plants, one of which, he stated, "had many superior ways of doing things," while the other was one of the finest he had ever seen—superior to most U.S. plants.

In Sweden, Anderson found a growing interest in blades for power meatcutting. Calls were made on two chain buying offices, one of which represented a group of about a thousand cooperative stores. He also visited their central meatcutting and packaging plant. They were very receptive and interested in securing Anderson's blades.

He also visited the office of another chain of 105 stores, 75 of which had meatcutting units. They, too, were interested and desired the blades, stating the prices were considerably lower than the prices they were paying.

Spurt in machine use seen

The use of hand saws for cutting meat, he found, is not as advanced in Sweden as in the countries already visited. Although there are a number of machines, they are used only for bone cutting and not to cut the meat, as is done in the United States. The operators to whom he talked were interested in power cutting and expect the use of machines to grow rapidly. There is difficulty in securing experienced meatcutters and the high cost of labor will speed the use of labor-saving machines. The principal difficulties lie in promoting the usage of the machines to their full potential in cutting bone **and** meat, and possibly in converting the tastes of the public to the American style of cuts of meat. He estimates potential annual sales there at $50,000.

Anderson said, "Finland was a surprise in that I found more business there than I had anticipated." He secured orders for his blades from a manufacturer of power saws, three dealers, and three large customers. The manufacturer had a modern plant, making a good machine using Swedish blades but was willing to try the new ones. Anderson stated the customers were all enthusiastic about the opportunity of securing a better blade.

One was a large cooperative buying for over a thousand stores. The manufacturer estimated there were 20,000 meat markets in Finland. He estimated the potential business, which would be replacing Swedish and German blades, to be around $90,000 a year.

In Norway, Anderson lined up one dealer from whom he received an initial order. The largest store in the country and one of the larger chain operators were visited. The latter has five large supermarkets and a huge cutting room making wholesale preparations for restaurants and other stores. All three of these latter contacts resulted in trial orders of the blades. Anderson states complete meatcutting by machine is much more prevalent here than in Holland, Denmark or Sweden and estimates his sales potential as $29,000 annually.

Sets export goal

Roy B. Sewell, Jr., Sewell Manufacturing Co., found there was not at present a great market for U.S.-made men's suits. The biggest hindrance seemed to be the high duty as compared with shipments from the Common Market or EFTA countries. He found his suits were too high priced for most of the countries visited, but found a small market for lightweight clothing.

While Sewell imports many of his fabrics, his export experience had been limited. Participation in this Mission resulted in Sewell setting a goal of allocating 10% of his production to foreign markets. He found Europeans placed orders at the same time that U.S. companies do, so that buying for spring 1967 had already been accomplished. Nevertheless, he secured a number of trial orders from the best outlets and has already received one reorder.

A criticism voiced more than once to Sewell was that too often U.S.-made clothes were found to be shoddily made, coming apart at the seams or losing buttons unnecessarily. The feeling seemed to be that domestic consumers should protest such carelessness. Sewell appointed an agent in the Netherlands and estimated an annual potential sale of around $10,000.

No agent was appointed by Sewell in Finland but a trial order was shipped to a large department store on the basis of the America Week to be held in 1968 and he feels this should be a contributing factor in securing potential annual sales of around $5,000.

Sewell visited Norway ahead of the regular mission trip to make contact with a distributor desirous of representing him not only in Norway but also in Denmark and, possibly, Sweden. After confirming this relationship, therefore, Sewell surveyed the market in the three countries, estimating his potential at around $10,000 annually.

Interest in containers

Another member of the group, Brooke Reeve, Jr., of Great Dane Trailers, Inc., met with four groups in Sweden interested in initiating the manufacture of marine containers and/or truck trailers. One is a company which will maintain and operate a container pool for the use of ship owners and truckers. Each participant will buy his own equipment and

the company will maintain it. This company also requested quotations on the containers themselves. Proposals for licensing the manufacture of his products have already been offered to each of these companies by Reeve, and one has already sent representatives to this country.

Reeve reported that in Norway a shipyard was interested in obtaining a license to manufacture containers. The company has since sent a representative to this country to visit Reeve's operations in Savannah.

Mutual problems were discussed by Reeve with the largest trailer manufacturer in Denmark who had expressed an interest in manufacturing containers and he was asked to present a licensing proposition. Another manufacturer discussed the possibility of such licensing during a tour of their plant and also requested quotations on knocked-down containers. A third contact expressed interest in starting a container manufacturing operation, while a manufacturer of truck bodies and walk-in freezers, working entirely by hand, was not interested in any type of licensing contract.

Tells about Georgia ports

William B. Griffin, Jr., Citizens and Southern National Bank, felt that "the mission was successful for (he) was able to call on all of the major banks in each of the countries visited."

From Georgia to Europe

Participants in the recent Georgia trade mission to five European countries were:

E. A. Anderson, president, Southern Saw Service, Inc., Atlanta; Thomas Berry, president, Rome Machine & Foundry Co., Rome; Tom C. Campbell, president, Southern Iron & Equipment Co., Chamblee, together with his selling agent, James G. Rees of Pneutronics, Inc., Hammond, Ind.;

William B. Griffin, Jr., assistant vice president, International Department, Citizens and Southern National Bank, Savannah; Brooke Reeve, Jr., executive vice president, Great Dane Trailers, Inc., Savannah; Roy B. Sewell, Jr., president, Sewell Manufacturing Co., Bremen; and Mrs. Virginia W. Allgood, Director of International Service, Georgia Department of Industry and Trade, who served as director.

Griffin also had a number of appointments with shipping and transportation firms which gave him an opportunity to tell the story of the Georgia Ports of Savannah and Brunswick and could well result in certain long-range benefits to this area in the years ahead.

Potential for gantry crane

Tom Campbell, Southern Iron & Equipment Co., found strong interest in the hydraulic gantry crane developed by his organization and visited several large manufacturers of cranes and related equipment during his stay in the Netherlands. Campbell states that "the enthusiasm of the Dutch is evidenced by the fact that they have already sent one man and we expect another visitor within two weeks."

Campbell said both Sweden and Finland had extremely well engineered products. One offered a complete paper mill to be built in this country and Campbell has already met with industry representatives relative to this connection. He did not find a lot of interest in his gantry crane but did find some in purchasing rebuilt railroad cars which form a sizable portion of his operations. In most cases the heavier type of railroad car is too large because of allowable wheel loading.

Finland seemed to surprise everyone for the size of its business potential—as preconceived ideas had led the group to think, as one member put it, that "Finland was on the other side of the North Pole."

In Copenhagen, Denmark, Campbell found only a cursory interest in his crane. He felt the Norwegians were less commercially aggressive and not as imaginative in marketing as those in other countries visited. He did report finding several items for possible manufacture in his Georgia plant.

To return next year

A further indication of the value of the trip came from Campbell who said he could put two men on, full time, to do nothing but market surveys and correspondence concerning the follow-up of the mission contacts. On only two of the items which he hopes to manufacture here under license from overseas, one would employ around 100 men, the other around 50. Market studies are being run on a number of these items to determine their feasibility, and Campbell intends to go to Denmark, Sweden, Germany and Switzerland early in the new year to pursue the matter of licensing and sales already in their initial stages.

Two more airports can clear exports

The addition of Atlanta and Oklahoma City brings to 24 the number of U.S. cities now permitted to operate under the port-of-origin air cargo clearance procedure.

The procedure permits complete U.S. Government clearance of air exports at the originating airport, thereby eliminating delays and communication costs when shipments are transferred from a domestic to an international flight at a gateway city. For example, an Atlanta shipper sending air cargo to Europe via New York may now complete export clearance at home in Atlanta, rather than at New York, thereby assuring in advance that export control requirements have been met and avoiding delays en route.

Clearance of air exports at the other 22 point-of-origin airports has been in effect since 1963. They are:

Baltimore, Boston, Buffalo, Chicago, Cleveland, Dallas, Detroit, Honolulu, Houston, Los Angeles, Miami, Minneapolis, Newark, New Orleans, New York, Philadelphia, Port Everglades, Fla. (Fort Lauderdale), Portland, Ore., San Diego, San Francisco, San Juan, and Seattle.

The procedures were adopted by the Export Control Office and the Census Bureau of the Department of Commerce, in conjunction with the Bureau of Customs. They apply only to international shipments moving by air.

Chamber to host World Trade Week

The Chamber of Commerce of the United States has accepted national sponsorship of World Trade Week, beginning with the 1967 observance.

The Chamber acted in response to a request from the U.S. Department of Commerce after a recommendation by the National Export Expansion Council. World Trade Week is set each year by Presidential Proclamation, and normally occurs in May in the week that includes National Maritime Day.

The Chamber's acceptance was conveyed to Secretary of Commerce John T. Connor by Chamber president, M. A. Wright, executive vice-president Arch N. Booth, and Dr. Norman T. Ness, chairman of the Chamber's International Committee.

U.S. import total up 9% when figured on c.i.f. valuation

Census Bureau study also studies effect on 21 commodity groups

Calculating the value of U.S. imports on a c.i.f. (cost-insurance-freight) basis would add about 9% to the dollar figures, according to a Census Bureau study of a sample of import shipments during January-June 1966.

The study, in which the Tariff Commission and the Bureau of Customs also participated, was made because of recent intense interest in obtaining U.S. import data on a c.i.f. basis. It was based on a probability sample of about 2,500 import shipments made during January-June, using data from customs records, from brokers, importers and carriers.

For purposes of the study "c.i.f." was defined as the cost of the commodities at the port of exportation plus insurance and freight to the U.S. port of entry. Present figures on the value of imports, released monthly by the Bureau, reflect the value required by law for customs purposes, which in most instances is the value of the commodities at the principal markets in the exporting country.

During the first six months of 1966, the Census Bureau reported the total value of imports at $12.3 billion. If the same shipments had been calculated on a c.i.f. basis, it is estimated that the figure probably would have been about $13.3 billion.

Calculations of c.i.f. values were also made for each of 21 different broad groupings of commodities. These groupings showed increases of 3 to 25% over the published figures, but the Bureau noted that if the groupings were more detailed, the range of differences would probably be wider.

For example, for some individual commodities whose customs value is based on the American selling price of a comparable domestic commodity rather than the actual price charged for the imported commodity, the c.i.f. value may be considerably lower than the value reflected in the import statistics.

A study will also be made of import shipments during the last half of the year, providing estimated c.i.f. data for the entire year, including estimates by the geographic area where the shipments originated.

PLANNING TURKISH STEEL PLANT, four Turkish engineers and production men listen intently as Louis O. Schaefer (left) of the Austin Co., a Cleveland-based international engineering and construction firm, explains some of the techniques his company plans to use in equipping a $2.5 million structural steel fabricating plant in Karabuk, Turkey. Austin will also design the plant, which will be part of the Turkish Iron and Steel Industries' complex at Karabuk that Koppers Co. designed and built.

Commerce maintains licensing quotas for copper exports

Will be continued without change for first half of '67

Current export licensing quotas for copper and related products will be continued without change for the first half of 1967, according to the U.S. Department of Commerce.

The quotas are as follows:

Ores, concentrates, matte and blister copper—closed quota (embargo). Refined copper, produced from domestic-origin material—25,000 copper content short tons. Copper scrap—16,500 copper content short tons. Copper base alloy ingots—1,000 copper content short tons. Semi-fabricated copper products and master alloys of copper—9,000 copper content short tons. Other copper products—open end quota (No quantitative restrictions).

Historical country quotas for copper scrap have been found to be no longer necessary and are eliminated.

May 29 deadline

Historical exporters must file license applications with the Office of Export Control not later than May 29, 1967. Nonhistorical exporters must file by January 31, 1967. Applications for licenses to export semi-fabricated copper products and master alloys of copper are not subject to time schedules and may be submitted at any time.

The copper supply/demand situation will be kept under continuing scrutiny. Early in 1967 this situation will be reviewed to determine the appropriate level of controls for the second half of the year.

The licensing requirements will be included in a Current Export Bulletin to be published in the near future.

Worldwide Business Outlook

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Linde A.G. of Munich, **Germany,** one of the few firms engaged in setting up complete plants for cracking, crack gas purification and low temperature gas separation, will design a gas purification plant for a new hydrocracker to be erected in Los Angeles by Texaco, Inc., Houston. The order was placed with Linde's subsidiary, Lotepro Corp., New York. Most of the equipment for the plant will be purchased in the U.S. . . . General Electric Co. of Louisville, Ky., has recently established an installment credit company in Frankfurt, **Germany.** Registered as General Electric Kredit G.m.b.H., the new company has a capital of $250,000, and will deal in the financing of installment purchases of products of General Electric and its subsidiaries. . . . In the first nine months of 1966 buildings constructed in the **Netherlands** had a total value of $1,124 million, a real increase of 9% above the comparable period of 1965. Building activity in the main sectors during January-September 1966 totaled: $617 million for housing (up 14%); $187 million for industrial buildin, (up 22%); $114 million for commerce and communications (up 25%); and $94 million for schools (up 11%).

Italian business community making rapid recovery from flood damage

Comeback effort spurs demand for capital goods imports; disaster may actually have stimulated some areas of economy

Italy's commercial recovery from the November floods has progressed more rapidly than originally expected. Normal activity has been resumed in many quarters.

Most small artisan shops are back in operation. Although a large number of handicraft firms in Florence and Venice were damaged, artisans have worked untiringly to clean up their premises and replace damaged goods. Private groups such as the ALFA Committee and the Friends of Florence Committee, composed primarily of resident and foreign buyers, have given financial assistance to handicraft firms for replacement of tools and stocks.

The Italian Government has provided grants and loans for reconstruction. According to reports from Italy, many suppliers in the flooded areas are reportedly already in a position to make firm commitments to foreign buyers for future deliveries.

Loss in industry was not as great as that to agriculture and small business. Most of the industrial plants in the disaster area have resumed activity, many at full capacity.

Investment outlook good

Unused productive capacity existing before the floods will be utilized sooner than expected. Demand for capital goods will probably increase as recovery continues. The prospects for a pick-up in investment, which were optimistic before the floods, appear even more promising over the remainder of the reconstruction period.

Recovery and expansion should bring a rise in imports of capital goods, raw materials, and many types of consumer articles.

Tourist facilities suffered considerable damage. In the Florence area, 70-80% of the province's hotel equipment and installations were damaged. The Italian Government has contributed to repair and reconstruction costs. Most tourist accommodations will be back to full-time operation by the beginning of the summer season.

Direct flood damage has been estimated at $1 billion. Loss to output and services during the recovery period will probably total another $1 billion. However, recovery from the flood may stimulate certain parts of the economy toward even greater expansion than foreseen before the floods.

Investment and construction will more than likely be increased.

A November survey of Italian businessmen showed that optimism on the course of the overall economy is high.

Portuguese airline to purchase Boeing 707 jet, related goods

A Boeing 707-320B jet airliner, spare parts and related equipment will be purchased by Transportes Aereos Portugueses, S.A.R.L. to expand its passenger and cargo service between Portugal and other countries.

The $8.1 million purchase will be financed through a $5.8 million credit by the Export-Import Bank of Washington. The Portuguese airline will make a cash payment of $1.62 million and has also arranged financing of $648,000 with the Boeing Co.

Eximbank's loan is repayable in 14 semiannual installments and is guaranteed by the Government of Portugal, which holds 17% of the airline's capital stock issued and outstanding.

This loan is Eximbank's second to Transportes Aereos Portugueses. In 1954 a loan of $1,931,000 was authorized to help finance the purchase of three Super Constellation aircraft. The first loan was repaid in 1958.

Alliance loan promotes sale of U.S. equipment to Peru

A $5.7 million Alliance for Progress loan by the Export-Import Bank of Washington will enable Corporacion Peruana de Aeropuertos y Aviacion Commercial (Corpac) of Peru to finance the purchase of U.S. equipment, material and services to improve transportation facilities in the jungle areas of eastern Peru.

Corpac is a quasi-government corporation responsible for development and operation of civil aviation in Peru. Since its establishment in 1943, Corpac has constructed and operated 26 civil airports in Peru.

In its current program, Corpac plans to construct a new airport at Iquitos, surface and lengthen runways of existing airports at Tarapoto, Pucallpa and Puerto Maldonado, install emergency equipment, and improve the air navigational and communications systems at these and other airports.

The Eximbank loan is to be guaranteed by the Peruvian Government.

U.S. businessmen surpass targets projected by restraint program

Sec. Connor pleased by continuing response to U.S. balance of payments requirements

Third quarter results of the Voluntary Balance of Payments Program showed substantial progress in every major category, with a particularly sharp reduction in capital outflows.

Secretary of Commerce John T. Connor announced that "Reports covering the first nine months of 1966 increase the probability that the business community's contributions to the balance of payments in 1966 will exceed the projections made by the firms themselves earlier this year."

The companies already have made contributions in the first three quarters of the year equal to 79% of their projected contribution for the full year.

Secretary Connor expressed satisfaction with the continuing response of business firms to U.S. balance of payments needs.

A tabulation of reports by 613 companies showed total contributions of $13.2 billion in the first three quarters of the year. About $4.6 billion—or 27% of the projections for the year—were reported in the third quarter.

If contributions in the final three months of 1966 are equal to the average for the first three quarters, the total annual improvement in contributions would be nearly double the projected 6% increase for 1966, and would surpass the gain of 9% achieved during 1965.

Net capital outflows of $337 million in the third quarter were about half as large as in the second and at about the same relatively low level reported for the first quarter. While these data are not adjusted for seasonal variation, it is reasonable to interpret the nine-month results as a definite improvement over earlier projections.

Direct investment capital transactions during the first three quarters of the year were less than two-thirds of the comparable projected levels. In the transactions with countries covered by the program, both capital outflows and reinvested earnings were about 63% of the companies' projections.

A large offset of some $500 million in funds borrowed abroad directly by U.S. companies was an important element in limiting capital outflows.

"In a large measure, the accomplishments under the program were made possible through the active support of leaders in the business community," Connor said. "The recommendations of the Advisory Committee on the Balance of Payments in developing and carrying out the program have been especially helpful."

Members of the Committee include: Albert L. Nickerson, Chairman; Carter L. Burgess, Vice Chairman; Fred J. Borch; Carl J. Gilbert; Elisha Gray II; J. Ward Keener; George S. Moore; Stuart T. Saunders; and Sidney J. Weinberg.

Tariff Commission reports on trade in table flatware

Production improved, capacities expanded as demand increased

The Tariff Commission, in a report sent to the President on recent developments in the trade in stainless-steel table flatware, says that U.S. consumption rose from 29 million dozen pieces in 1963 to 36 million dozen pieces in 1965.

U.S. producers expanded their capacity and improved their productivity as the demand for stainless-steel flatware for both home and industrial use continued to increase. Export sales continued to be equal to about 1% of total sales.

In addition to increasing their sales of stainless-steel flatware in 1965, the U.S. producers were able to reverse the downward trend in their sales of silver-plated and sterling silver flatware.

Employment in the U.S. production of stainless-steel flatware was about 17% higher in 1965 than in 1963 and higher still in the first six months of 1966. In 1965, total wages paid were 36% greater than in 1963, and the average hourly wages were 13% greater.

Imports increased

Imports, though restricted by a tariff quota, also increased. The President enlarged the quota and reduced the duties applicable to imports of quota-type ware in excess of the quota, effective Nov. 1, 1965. The enlarged quota was practically filled within a few days of the President's proclamation, and imports of quota-type ware in excess of the quota increased significantly compared with such imports in earlier years.

The share of the total quantity of stainless flatware sales in the United States supplied by imports, both quota and nonquota types, declined from 24% in 1963 to 22% in 1964 but increased to 25% in 1965. The share of the total value supplied by imports was much less.

Under the escape-clause procedure of the Trade Agreements Extension Act of 1951, the President established a tariff quota and increased the rates of duty applicable to certain stainless-steel table flatware in excess of the quota, effective Nov. 1, 1959. The tariff quota was enlarged and the rates of duty on imports over the quota were decreased by a Presidential proclamation dated Jan. 7, 1966, but retroactive to Nov. 1, 1965.

Copies of the Commission's report are available upon request as long as the limited supply lasts.

Write: Secretary, U.S. Tariff Commission, 8th and E Sts., NW., Washington, D.C. 20436.

U.S.-owned patents available for licensed use by industry

The U.S. Atomic Energy Commission will grant non-exclusive, royalty-free licenses on 71 patents as a part of its program to make non-secret technological information generally available for use by U.S. industries.

The patents which will be released include 29 U.S. patents and 42 AEC-owned Belgian patents. The titles and numbers of these patents may be obtained from AEC's News Service Branch, Division of Public Information, U.S. Atomic Energy Commission, Washington, D.C. 20545. In writing, reference should be made to release No. IN-735 and IN-743.

Australia increases tariffs on chemicals and synthetic resins

Action taken to protect domestic industry in lieu of subsidy

As a means of protecting the domestic chemical industry, the Australian Government increased import duties on most chemicals and synthetic resins. This action was taken in lieu of a subsidy involving bounty payments on seven of the basic chemicals, as was previously recommended by the Australian Tariff Board.

The new tariff system raises duties on some items and lowers them on others but overall it increases the tariff protection while simplifying the tariff structure.

New tariff structure

Some of the features of the new tariff structure which went into effect Oct. 26 are as follows: 1. A 25% general and 15% preferential duty are accorded most inorganic chemicals. (The preferential rate is generally accorded imports from the U.K. and British Commonwealth countries; the general rate is applicable to imports from all others countries, including the United States.) The previous general duty status of the affected chemicals were: methanol—duty free; polyester resins—7½%; ethylene oxide derivatives—7½%; ketones and related alcohols—7½%; acetone—10%; xanthates—15%; soda ash—20%; fluorocarbons—20%; detergent alkylate—27½%; sodium dichromate—42½%; chromium sulphate—42½%; sodium bicarbonate—42½%; calcium chloride—42½%; and aluminum sulphate—60%.

2. A 40% general and 30% preferential duty are now effective for most chemicals produced in the capital-intensive sector. These are (with former general duties given, for comparison): ethylene dichloride—7½%; dichlorphenol—7½%; carbon tetrachloride—17½%; styrene monomer—17½%; phthalate esters—30%; epoxy resins—35%; nitrocellulose—45%; phenyl-B-naphthylamine—47½%; mercaptobenzthiozole products—47½%; phthalic anhydride—50%; 2-4-D acid—60%; bisphenol A—60%; phenol—70%; and phenol dichlorobenzoin—85%.

3. A duty of 60% general and 50% preferential was effected in 5 exceptional cases: Polyvinylchloride; polyethylene, vinyl acetate; synthetic rubber; and hydrogen peroxide.

4. All tariff protection is removed on citric acid, tartaric acid, and naphthalene.

5. In addition, protection will be granted against "disruptive low pricing" by the use of support values (minimum prices based on normal landed duty-paid cost) ranging from A$165 to A$2,550 (A$=US$1.12) a ton on 23 of the above chemicals.

Joint Nordic unit in Kennedy Round set by agreement

Appointed negotiating delegation led by Swedish chief negotiator

A formal agreement was signed on Nov. 21 by Sweden, Norway, Denmark, and Finland, which establishes a common negotiating team to represent the four countries in the Kennedy Round under the General Agreement on Tariffs and Trade (GATT). Together these countries represent an import market of 20 million inhabitants and close to $12 billion.

This historic "first," not only for the Nordic countries but also for GATT, provides that the four countries appoint a joint negotiating delegation led by a chief negotiator.

The chief negotiator, Mr. Nils Montan, Deputy Secretary General of the Swedish Foreign Ministry, will be assisted by four deputy negotiators representing each of the participating countries. These negotiators will be supported by an ad hoc secretariat in Geneva.

Must be unanimous

Under the terms of the agreement, the Chief Negotiator will be in a position to make and receive offers in the Kennedy Round. No decisions will be made by the Chief Negotiator without unanimous consent from the four Nordic participants.

An exception to the common negotiating procedure has been made for agricultural products. These will be negotiated by the country delegation of the chief Nordic supplier, unless that supplier specifically requests that the Common Negotiating Delegation take charge.

Nigeria reduces duties on imports in 15 categories

Removes import duties on certain essential items

On Nov. 23 the Nigerian Government announced reductions in duties on 15 categories of imports.

Import duties were removed on items such as bentonite and chrome lignin used in the manufacture of oil well drilling mud, on church and mosque equipment, on medicinal preparations imported by the Government of Nigeria, and on tubes, pipes and fittings when imported for water supply, sewerage, drainage, or irrigation.

Import duties on motor vehicles were reduced substantially; passenger cars with an engine capacity of from 1750 cubic centimeters (cc) to 2150 cc were reduced from 75% ad valorem to 50%, with an engine capacity of 2150cc to 2750cc from 150% to 75%, and with engine capacity of more than 2750cc reduced from 150% to 100%.

The import duty on chassis fitted with engines and imported by approved manufacturers have been reduced from 33⅓ to 28⅓% ad valorem. Duties on industrial machinery parts were reduced from rates varying between 33⅓% and 75% ad valorem to 5%.

Others benefit

Other items benefiting from import duty reductions are various meat products, vegetables, wood products, raw sugar, medicaments, cushions, mattresses and pillows, tires and tubes, cameras, projectors and parts and accessories, steel bars, and some woven fabrics.

The excise duty on cigarettes weighing more than 2.5 lb. per 1,000 was also reduced from 55% to 50% ad valorem plus 1 shilling per 1,000.

For information concerning import duties and restrictions on specific commodities imported into individual African countries, write to the nearest Department of Commerce Field Office or to the Africa Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

European firms offer licenses on loading shovels, lifting device

Licensing rights also available on two foreign inventions, new type of propeller, interchangeable building parts

Manufacturers in Scotland and Sweden seek U.S. licensees to produce hydraulic excavators and a chain type lifting device. In addition, licensing rights on a French propeller invention and a British invention of interchangeable concrete and steel building frame components are offered U.S. firms.

For additional details concerning these products and the names and addresses of the manufacturers, **write** the Office of International Investment, 874, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned to each opportunity.

● A license is offered by a Swedish firm for the U.S. production of a lifting device for handling stones, boulders, concrete pipe and other bulky loads.

The apparatus consists of a number of chains joined together to make a bag. When lying flat the chain bag forms a mat on which the material can be placed without lifting. A continuous chain forms the border of the bag and the two opposite end loops are used to hang the bag on the hook of the crane. For unloading, the bag is placed on a level surface, and then one or more loops are unhooked. If one loop is detached and lifting continued, the load falls out of the bag without any manual labor.

According to the Swedish manufacturer, the chain bag offers several advantages over the commonly utilized systems involving single chains with a loading hook and chain eye or solid containers. These operations are time consuming, necessitate difficult manual operation and increase the chance of accidents to employees. The chain bag operation takes less time and manual labor, the hoisting capacity of the crane is more rationally utilized and there is less strain on a worker's back.

The bag is manufactured from high quality steel chain and does not require annealing. The bags are produced for the following maximum loads: 500, 1000, and 2000 kgs. **File 1469.**

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

● A Scottish construction equipment manufacturer seeks a U.S. licensee to produce the firm's current line of hydraulic excavators and loading shovels. A joint venture arrangement would also be considered by the Scottish company.

The licensing agreement would cover the existing designs of the products with full technical support, information on product development, marketing know-how and the supply of any components from the company's own production line which may be required during the initial stages of manufacture in the U.S.

Features of the Scottish firm's loading shovels include a four cylinder diesel engine, constant mesh type transmission providing eight forward and two reverse speeds, and mechanically operated wet disc brakes. The power unit is mounted through anti-vibration pads to the chassis, thus ensuring that the power unit and transmission are insulated from all loading and excavating shocks. The operator's all steel cab contains safety glass throughout, sliding door and rear windows and an adjustable seat. **File 1470.**

● Patent rights on a propeller invented by a French citizen are offered to a U.S. manufacturer.

The invention pertains to propellers of the screw type with the object being to construct propellers to avoid the harmful effects of cavitation particularly at high speeds of revolution. The propeller consists of at least two blades attached to a central hub with the outer edge of each blade shaped as an arc of a circle and serrated. These saw-like teeth prevent the fouling of the propeller by such floating objects as seaweed and roots.

Each tooth has a substantially trapezoidal profile with a bevelled leading edge and a bevelled trailing edge forming a right angle with the cutting edge. The surfaces of the bevels of the leading and trailing edges are parallel and all bevels are inclined from the rear to the front face of the blades in the direction of the propeller's revolution. The angle formed between a leading edge and the next succeeding trailing edge provides an ample channel for the flow of the fluid.

This type of propeller can be used for steam or gas turbines as well as ships. **File 1471.**

● A chartered architect and research consultant in England is seeking a U.S. firm to mass produce under license his invention of interchangeable concrete and steel building frame construction components.

The invention presents a building frame structure erected by the assembly of only two prefabricated standardized components. One component is a hollow floor and ceiling concrete slab 20′ x 10′ x 8″ made in specially designed precision machined steel molds, incorporating in the rectangular plate slab the female parts (sockets) of the precision joint. The other building component consists of steel columns with tapered spigots attached to each end of the column which fits precisely into the sockets of the floor slabs. These columns have constant external dimensions of 6″ x 6″ with varying heights. For low structures, the slabs can be supported by two columns, for higher structures by four columns. The inventor says the dimensions of the slab are structurally economical and suitable for all types of buildings.

The erection of the building at the site thus amounts to a mere assembly of slabs and columns by a dry method, in a way comparable with the assembly of components in a toy building set. Beams, costly traditional and architecturally undesirable components have been eliminated resulting in a neat, simple economical structure of exceptionally slender, progressive proportions. The inventor also claims that his invention ensures a perfect fit, the construction is self-supporting during erection, rapid in assembly, independent of weather conditions, and requires a minimum labor force and almost no skilled workers. **File 1249-R.**

French firm seeks license to make wire products

A well established French manufacturer of such steel wire products as fences, chains, wire cloth, electric welding equipment and electrodes seeks a license to make products of rust proof and plastic coated wiring, games and sporting goods. The products would be marketed in France and the Common Market countries.

The French firm would also consider licensing arrangements for new products not related to its present manufacturing program.

Founded in 1898, the French concern maintains branch sales offices in major French cities and exports to numerous countries. It has approximately 1,500 employees, plus 40 traveling salesmen and reports 1964 sales of around $20 million.

For additional information interested U.S. firms should **write:** Trefileries et Ateliers de Commercy at Commercy (Meuse), France. WTD.

SCREWS AND RIVETS

Established in 1925, a British manufacturer of precision repetition turned parts for the aircraft and automotive industries seeks licenses to make products that fit easily into its present production facilities.

These could include such metal products as screws and rivets, and other related items which could be made by machine tools adapted for the production of turned parts.

The British firm has about 170 employees.

Write: Aylesbury Turned Parts Ltd., Britannia Works, Britannia St., Aylesbury, Buckinghamshire, England. WTD.

Ivory Coast welcomes investment by leading U.S. oil marketing firm

As an indication of the interest shown by the Government of the Ivory Coast in U.S. investment, its Minister for Public Works and Transport participated in the inauguration on Nov. 15 of the first in a chain of service stations ESSO is opening in the country. The U.S. Ambassador also attended the ceremony.

In his remarks at the reception inaugurating the new station, ESSO Ivorian Director Edward Salib stressed the importance ESSO attaches to being a good citizen in all countries in which the company operates. This involves, he pointed out, not only accommodating to the country's development plans, but giving a full opportunity to local citizens for training and assumption of important responsibilities in the direction of operations.

He praised the cooperation given by the Government of the Ivory Coast in getting the project going in these words:

"The understanding, the warm response and the support we received from the authorities when we started here, deserve our deepest appreciation and encourage us to carry on enthusiastically our plans for expanding."

Firm belief in the government's economic plans and absolute confidence in its free enterprise policies was also expressed by Mr. Salib.

The Government of the Ivory Coast is pro-western, friendly to private enterprise, and active in encouraging sound economic development. An Investment Guaranty Agreement with the United States is in force.

The Ivorian Government favors foreign investment with a liberal investment code and tax incentives.

U.S. investments in the Ivory Coast include an oil refinery and marketing facilities, a hotel, banks, diamond mining and tuna fisheries.

The Ivory Coast market is growing and all indicators point to further expansion.

OPENING CEREMONY of the first ESSO service station in Abidjan, capital of the Ivory Coast, was well attended by Ivorian Government officials who indicated their interest in assisting new U.S. investment.

Large fish firm looks for partner in joint venture

A large Brazilian fish processor, headquartered in the city of Sao Paulo, is interested in negotiating some form of joint venture agreement to obtain additional working capital for the development of its business. Acquisition by a U.S. investor of majority ownership in the enterprise would be given consideration.

The firm is reportedly the largest enterprise of its kind in South America. It was established in 1964 and has a modern plant in the harbor of Sao Sebastiao, State of Sao Paulo. The facilities comprise a freezing chamber for storage of 800 tons of fish; two quick-freeze tunnels with a daily capacity for 30 tons; 6,500 square meters of floor space specially built for the purpose; silo, sheet-ice-making plant, furniture, fittings and considerable land, all of which were acquired at an estimated value of $2 million.

A branch house is located in Itajai, on the coast of the State of Santa Catarina in southern Brazil and the company has representatives in several key cities of Brazil.

The firm currently exports shrimp and other sea products to the United States, the Argentine, and Mexico, and reports that the potential market in the United States alone is around $1 million per month. To reach that market potential, it needs additional working capital.

U.S. firms interested in exploring this opportunity may wish to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits.

An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762, from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

For additional information prospective investors should **write:** Companhia Nacional de Frigorificos Confrio, Rua Jose Bonifacio 166, Caixa Postal 1457, Sao Paulo, Brazil. Attn: Mr. Rubens Gasparian. WTD.

ELECTRONIC DEVICES

A British electrical and mechanical engineering firm currently manufacturing aircraft components seeks a license to produce electronic equipment, including television assemblies, valve testings, small electrical control gear and switch panels.

The firm is also interested in turning, milling and grinding precision machine components.

Established in 1958, the British company has approximately 100 employees.

Write: W. G. Heath & Co. Ltd., 58 Cornwall St., Plymouth, Devonshire, England. WTD.

Belgian greeting card firm seeks licensing arrangements

A leading Belgian greeting card manufacturer, specializing in silk screen printing, seeks licensing and cross licensing arrangements with U.S. greeting card producers.

The Antwerp company manufactures two million greeting cards a year and has about 36 employees. Present equipment includes three fully automatic argon silk screen printing machines and two semi-automatic SPS silk printers. A new fully automatic flocking machine is on order.

The company plans to construct a new plant with a covered area of 2,500 square meters in an industrial park near Antwerp. When the new facility is completed in 1967, the firm will add more equipment and employees.

The firm markets its greeting cards in all the Common Market countries, as well as Sweden, Denmark and the United Kingdom. Last year the firm developed over 700 new designs for its greeting cards.

The Antwerp company participates in all important European trade shows and has taken part in several U.S. shows.

According to the firm, it is particularly interested in any mutually profitable arrangement with a U.S. greeting card manufacturer, whereby both firms could broaden their product lines.

Write: Flock-Indus P.V.B.A., 614 Grote Steenweg, Berchem/Antwerp, Belgium. Attn: Mr. L. Vanhoet. WTD.

INDUSTRIAL FILTERS

A French manufacturer of industrial filters for liquids seeks licensing rights on such filters currently not available on the French market.

The firm was established as a corporation in 1937 and is presently capitalized at the equivalent of $30,000. It reportedly does an annual volume of business approximating $506,000 and employs 30 people plus 11 traveling salesmen.

Interested U.S. firms should **write:** Societe des Filtres Gauthier, Bobigny (Seine-Saint-Denis), France. WTD.

Irish firm wants license to make industrial machinery

Established in 1898, this large Belfast firm seeks a license to manufacture heavy fabricated steel products, preferably custom built. It would also consider a cross licensing arrangement with a U.S. concern.

The company is primarily interested in making products complementary to its present line which includes air-conditioning and dust collecting equipment, fans for power stations, air heaters and pneumatic conveyors.

The firm claims its manufacturing facilities, which occupy 350,000 square feet, include heavy, medium and light machine shops and a ferrous and nonferrous foundry. It has seven branch offices in the United Kingdom, employing a sales and technical staff of 70 people. In addition, the Irish firm operates manufacturing subsidiaries in Australia, India and South Africa and is represented in more than 20 countries throughout the world.

To obtain additional information interested U.S. firms should contact: Davidson & Co., Ltd., Sirocco Engineering Works, Bridge End, Belfast 5, N. Ireland. WTD.

Synchronized motor license sought by Israeli producer

An Israeli producer of electric watches, time switches and small transformers seeks some form of licensing arrangement with a U.S. company experienced in the production of synchronized motors. The Israeli firm needs the technical know-how and production planning for an estimated turnover of from 250,000 to 500,000 synchronous motors a year.

Established in 1962, the firm has an annual business volume of around $200,000, employs 15 and is reported to have a good business reputation.

For additional details, prospective licensors should **write:** Minimotor Ltd., Maabarot, Port Maabarot, Israel. WTD.

VALVES

A well known French manufacturer of valves and regulators seeks a license to produce industrial valves, filters and piping.

Located in a suburb of Paris, the company has approximately 110 employees, including 10 salesmen. It reports annual sales of $4 million and represents a well established U.S. firm in the valve and regulator field.

Write: Audco-Rockwell, 1, Avenue de Stalingrad, 93-Bagnolet, France. WTD.

License for air compressors desired by Australian firm

A license to manufacture a line of rotary type air compressor units of 9 to 600 c.f.m. at 100 lb. p.s.i., suitable for electric motor, diesel or gasoline engine drive is sought by a Sydney firm. The units would preferably be the single stage oil flooded rotary sliding vane type, although units of superior performance would be considered. The primary requisites are reliability and low cost.

The Australian firm designs and develops special purpose industrial machinery and functions as sales service engineers in New South Wales for a line of variable speed mechanical and hydraulic drive units. It also produces a portable air compressor using an Australian made compressor.

The Sydney company would be interested in initially importing the first compressors from a U.S. licensor and later assembling components in Australia. The number of parts manufactured would be gradually expanded as the Australian concern developed production techniques.

Planning, milling, drilling and shaping machines are among the production equipment utilized by the Australian concern.

To obtain the name and address of the Sydney firm interested U.S. companies should **write:** Bureau of International Commere, Office of International Investment, 876, Department of Commerce, Washington, D.C. 20230. WTD.

REFUSE COLLECTING VEHICLES

A license to manufacture vehicles for collecting refuse is sought by an Australian firm engaged in the design, manufacture and installation of airconditioning units, oil burning equipment, hot water systems and duct exhaust equipment.

The Australian firm wants to produce the type of vehicle used in cities and residential areas for the collection of office and domestic refuse.

Established in 1882, the Australian concern currently occupies a well equipped 33,000 square foot plant and plans to double the size of this manufacturing facility. The firm employs approximately 120 skilled personnel and between 150 and 200 production workers.

The Australian concern claims it has sufficient financial resources to undertake an expansion program.

Write: Alfred Martin (Industries) Pty. Ltd., 20-30 Raglan Ave., Edwardstown, South Australia. WTD.

Brazilian producer of chain and cable seeks U.S. know-how

A Sao Paulo firm of chain and cable manufactures would like to negotiate some form of technical assistance agreement with a U.S. firm experienced in the industry. The Brazilian company manufactures screws, bolts, nuts, rivets, nails, pins, chains and cables for several commercial and industrial uses. Chains and cables are produced according to Lloyd's specification 100-A-1. The firm also imports and distributes a British firm's railway track lubricators.

The old-established corporation has two plants within the city of Sao Paulo, which occupy an area equal to 1½ city blocks. Its estimated production for 1966 is 1,000 tons of assorted products grossing $650,000.

Venture proposed

Shipyard activities in Brazil are on the uptrend with Government, private and foreign orders. The firm believes that the market for good quality accessories will grow accordingly. Since quality is of paramount importance, it wishes to improve its production with suitable know-how. A joint venture may be contemplated, if so desired, by prospective U.S. firms.

U.S. firms interested in exploring this opportunity may wish to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits.

An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762, from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Firms interested in obtaining more details concerning this opportunity should **write:** Companhia de Parafusos e Metalurgia Santa Rosa, Rua James Holland 380, Sao Paulo, Brazil. Attn: Dr. Alceu de Amoroso Lima. WTD.

HYDRAULIC PUMPS

A West German manufacturer of mining machinery and equipment proposes a joint venture with a U.S. firm experienced in the manufacture of hydraulic gear pumps.

For additional information **write:** G. Duesterloh, Fabrik fuer Bergwerksbedarf GmbH., 4322 Spockhoevel (Westf.) Federal Republic of Germany. WTD.

New Zealand firm wants metal products license

A large New Zealand company with diversified manufacturing operations in the container, sheet metal and plastics industries seeks to expand its range of products through a licensing arrangement with a U.S. firm.

The Auckland concern maintains extensive production facilities throughout New Zealand. Through its manufacturing divisions a wide range of products are made including metal and tinplate containers, steel drums, office furniture, refrigerator cabinets, aerosol cans, washing machine components, and hardware. The plastics division manufactures molded and extruded products, PVC pipes and hoses, flexible packaging, toys and kitchenware.

The firm has well equipped machine shops and is prepared to expand its facilities, if necessary, to manufacture additional products.

Established in 1911, the Auckland concern has approximately 2,000 employees, plus 100 traveling salesmen.

U.S. firms interested in obtaining the name and address of the New Zealand company as a potential licensee should **write:** Bureau of International Commerce, Office of International Investment 876, Department of Commerce, Washington, D.C. 20230. WTD.

CONSTRUCTION EQUIPMENT

A Dutch manufacturer of concrete mixers and other products for the construction industry seeks a license to make both stationary and truck mounted concrete mixers, and equipment for sand and gravel plants. The company plans to market the products throughout western Europe.

Established in 1948, the Dutch firm has around 200 employees.

Write: Mulder's Fabriek van Rollend Materieel N.V., 4 Parklaan, Boskoop, The Netherlands. WTD.

METAL COMPONENTS

A license or similar arrangement to produce small hydraulic equipment, electro-mechanical apparatus, and bulk liquid metering equipment is sought by a British engineering firm.

The firm claims it has modern machinery and equipment available for the production of medium and light-weight precision engineering component and subassemblies involving milling, drilling and welding.

Write: Turner Smith (Engineering) Ltd., Station Works, Yarmouth, Isle of Wight. England. WTD.

World Trade Opportunities Continued to page 39

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

NATO construction bids announced by Norway

The Norwegian Defense Construction Service will call for bids on three NATO Infrastructure International Competitive Bidding (ICB) projects.

At Andoya Airfield, bids are wanted on construction of aircraft pavements of approximately 38,000 square meters; one complete ammunition storage, a hangar and workshop of 3,000 square meters; a flight line bunker and control tower; and a POL (Petrol-Oil-Lubricants) storage facility on the base. The cost of this project is estimated at 1,250,000 pounds sterling (£1 = US $2.80).

At Bardufoss Airfield, there is needed construction of a new parking platform; strengthening of runway; strengthening and widening of taxi tracks; modification of approach lights; and construction of POL storage, on and off the base. The cost of this project is estimated at £1,100,000.

At Rygge Airfield, construction of ammunition storage facility estimated to cost approximately £60,000 is desired.

U.S. firms certified eligible must submit expressions of interest to the Government of Norway through the U.S. Embassy in Oslo (Drammensveien Street 18) by Jan 2, 1967. U.S. firms should contact the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: WO 7-4674), in order that a notice of certification be transmitted to the Embassy as proof of eligibility.

Jordanian company seeks engineering consultants

The Jordan Ceramics Industries Co., Amman, wishes to appoint consultants to review and summarize existing reports (feasibility, geological, and semi-industrial tests) and to design and supervise the erection of a ceramics factory with the following production capacities:

Dinnerware	—	600 tons/year
Sanitary ware	—	460 tons/year
Tiles	—	1200 tons/year

Interested firms should contact the Jordan Ceramics Industries Co., Souk Es Soukar, Amman.

Greece seeks bids on design, supply, erection of transmission line

The Greek Government has authorized a tender for the Public Power Corp. to invite proposals on the design, supply of all materials, erection and commission of a complete transmission line, and the financing of the project.

The transmission line of 380 KV will connect the hydroelectric plant of Acheloos with Athens and is estimated to cost over $11.5 million. The project will include the following materials: 1,000 steel towers, 2,610 miles of ACSR conductors, 435 miles of wire, 621 miles of counterpoise, 180,000 insulators, fastening and suspending hardware.

The project tender No. is DMPM-346. The Purchasing Dept., Public Power Corp. (DEH), 30 Chalkokondyli St., Athens 102.

The Corp. submitted for review a set of bid invitations, general conditions, specifications, drawings, sample contract, sample participation, performance bonds and translation of legislation affording protection to the local industry. This set can be reviewed in the U.S. Department of Commerce, BDSA, Building Materials & Construction Industries Division, Rm. 4014, Washington, D.C.

One set only is available on a loan basis to interested bidders located in the United States.

Iraq to purchase long-range radio network

The Republic of Iraq, Directorate of Customs Police, has issued tender No. 62/66, for three fixed and twelve mobile long-range radio stations.

Bid deadline January 22, 1967.

Bid should offer H. F. transmitters and receivers, single side band, in the frequency range of 2 to 15 MC, on four crystal controlled channels AM and CW. Power output not less than 100 watts p.e.p. on SSB and 70 watts on CW. Fixed station to operate on 220 volts AC. Mobile station to operate on 12 volts D.C. Equipment to be transistorized. Fixed station complete with dipole antennas, mobile stations complete with verticle whip antenna. Both to include quotations for spare parts and training course on equipment furnished.

Copies of tender announcement and specifications are available from the Central Foreign Purchase Board, Ministry of Finance, Baghdad, Iraq, or on a short-term basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Malaysia seeks TV equipment

The Ministry of Information & Broadcasting has extended the bid deadline for supply and installation of TV systems and equipment in the new Pantai Valley Television Center (Specification No. 220/199) from Dec. 20, to Jan. 20, 1967. (INTERNATIONAL COMMERCE, Nov. 7, page 31).

Iraq to purchase pipe fittings, plumbing items

The Directorate of Contracts & Purchases, Ministry of Defense in Baghdad, invites quotations on a list of many and varied pipe items; also ½" and ¾" chrome nickel showers and eastern toilets complete with cast iron water tanks, size 2 gallons, with flash pipe size 1¼".

The pipe supplies include the following items: Cast iron (C.I.) sockets and spigots, screwed glands, flanged and drilled sluice valves and C.I. tees and bend sockets and spigots. The galvanized steel (G.S.) items include various sizes of pipe (Class B), bends, long screw connectors with socket and check nuts, bushings, tees, equal tees, double nipple hexagon, sockets, flanges, elbows and check nut washers. Brass items include water gate valves of various sizes and water taps.

Bidder wishing to quote prices on any or all items will be supplied with the necessary detailed information and conditions of tender by writing to the Embassy of the Republic of Iraq, Office of the Armed Forces Attache, 3520 Garfield St., N.W., Washington, D.C. 20008.

Jordan's multi-story garage drawings, tender documents available for examination

The Municipality of Amman, Kingdom of Jordan, has made available for examination only one set (5 volumes) of Tender and Contract Documents and four sets of Drawings on the construction of a multi-story garage in Amman. (INTERNATIONAL COMMERCE, Dec. 19, p. 47.)

These documents include the tender and conditions of contract, specifications for architectural and civil work, specifications for electrical and plumbing installations, specification for air-conditioning installation and preliminary and general clauses, schedule of rates and schedule of daywork.

The groups of drawings include a list of drawings, foundation framing plan and details, mechanical services (legend and symbol sheet) and light and power layout, basement with shops at level drawings.

The above can be reviewed in the U.S. Department of Commerce, BDSA, Building Materials & Construction Industries Division, Rm. 4014, Washington, D.C.

Bids on communication terminal wanted by NATO in Turkey

The Turkish Ministry of National Defense, NATO Infrastructure Dept., Paris Caddesi 52, Ankara, requests submission of eligibility applications for a high-power HF SSB transportable communications terminal (installed in shelter and complete with power unit) to be used in Thrace area, Turkey. The work calls for providing a transportable communication terminal to be tested with a similar terminal in Greece. Cost of the project is estimated at $75,600.

Applications for obtaining certificates of qualification will close at the Certificate Committee, NATO Infrastructure Dept., the Ministry of National Defense, on Dec. 30, 1966. Application letters and other relevant documents from U.S. firms certified eligible for NATO should be sent to: T. C. Milli Savunma Bakanligi, NATO Enfrastruktur Dairesi Baskanligi, Paris Caddesi 52, Kavaklidere, Ankara.

A copy of the Turkish Government's Notification is available from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: WO 7-4674).

Libya invites new bids on housing project

Libya's Ministers of Finance reported new invitations to bid on the 10,000 houses for the Idris Housing Project that has a closing date of Feb. 6, 1967.

(INTERNATIONAL COMMERCE, Oct. 31, p. 30 and May 9, pp 26 and 27.)

The project specifications were not greatly changed. However, these are the significant changes made in the conditions: the specifications are now available in English instead of in Arabic only; there is the following invitation to submit alternative proposals to the limestone block construction: "Exceptions might be made to the alternative methods of construction proposed by tenderers alongside the conventional ones. In such cases the alternative methods and their technical and economic merits shall be comparatively and fully explained by charts, drawings, etc."; and a bidder can bid on as many of the ten tenders, one for each of the ten districts as he wishes, but he must bid on all the units in a given tender. Previously a bidder could select portions of a tender and enter a bid for that portion.

One set of specifications, drawings and plans may be examined by interested firms located in the United States in the U.S. Department of Commerce, BDSA—Building Materials & Construction Industries Division, Rm. 4014, Washington, D.C.

Argentina to install machinery and systems for expansion of port terminal elevators

The Direccion Nacional de Construccion de Elevadores de Granos, Avenida Nueve de Julio 1925, 4 Piso, Buenos Aires, has issued tender No. 303/66 for the installation of machinery and special systems for the expansion of the terminal elevators located at Port Ingeniero White and the expansion of the dust eliminating system in the Port of Mar del Plata Elevator. Bid deadline Feb. 27.

The documents in Spanish available from The Direccion Nacional de Construccion de Elevadores de Granos at the above address for 30 thousand pesos (about $225.00); or, for consultation, at the Economic Counsellors' Office, Argentine Embassy, 1600 New Hampshire Ave., NW., Washington, D.C.

South Africa asks bids on turnkey zinc ore plant with laboratory

The Assistant General Manager (Commercial), South African Iron & Steel Industrial Corp. Ltd., (ISCOR), P.O. Box 450, Pretoria, South Africa, is asking for bids on an all-inclusive turnkey plant for crushing and concentrating zinc ore, including a fully equipped control laboratory.

Specifications, in quadruplicate, together with two sets of the relevant drawings, may be obtained at the address given for ISCOR, against a deposit of R100 ($140), which will be refunded upon receipt of a bona fide tender. Only bids for the complete plant, as specified in the specifications will be considered. It is the policy of ISCOR to have manufactured in South Africa or supplied from South African sources all items of the plant and equipment called for in the specifications as can conveniently and/or advantageously be manufactured or supplied in South Africa.

Prospective bidders are advised that samples, to a maximum of one ton each of five types of ore, taken from the mine, will be made available for testing purposes only upon receipt by ISCOR of confirmation that a complete bid will be submitted on or before May 10, 1967; the samples must be collected at Iscor Works, Pretoria, and dispatched at bidder's own cost; should more than one ton of each type of ore be required, bidders will be required to pay for the transport of such additional ore from Rosh Pinah; no contribution will be made toward costs incurred in connection with the testing of the ore.

Bid deadline is noon, May 10, 1967.

NATO wants building construction in Germany

The Federal Republic of Germany will invite bids on the NATO infrastructure projects outlined below under International Competitive Bidding procedures (ICB). U.S. firms certified eligible for NATO-ICB are invited to submit their applications for bidding including a specially designed German Government questionnaire by the deadline for prequalification.

Project #68-30-70-01-32 calls for the construction of various buildings—approximately 1,200 square meters in area, with all services and utilities. The deadline for submitting applications and filing fee of DM 150 (approx. $37.50) is Jan. 18, 1967.

Project #68-30-70-01-33 also calls for the construction of a building (1,300 square meters) with appurtenances and services, etc. The deadline for this project is also Jan. 18 with the filing fee DM 150.

A copy of the Notice of Intent and the German Government questionnaire is available from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: WO 7-4674). Information about NATO eligibility can be obtained from the staff also.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

132 Natural gas liquids

● **ARGENTINA**—Gas del Estado, a government entity engaged in the distribution of natural and bottled gas, wants bids on hiring of services for the extraction of gaseous hydrocarbons (ethane, propane, butane and gasoline) from natural gas of Campo Duran Oilfields. Tender No. 6530, bid deadline noon, March 6, 1967. Correspondence preferred in Spanish. Gas del Estado, Alsina 1170, Buenos Aires.

Gas del Estado, a Government agency engaged in distribution of bottled and natural gas, wants bids on hiring of services for storing, liquefying, and revaporizing of natural gas for period of 20 years. Tender No. 6520, bid deadline noon Feb. 28, 1967. Correspondence preferred in Spanish. Gas del Estado, Alsina 1170, Buenos Aires.

196 Small arms ammunition

● **MALAYSIA**—800,000 Rds. 0.303 inch ball; 600,000 Rds. 9mm ball; 200,000 Rds. 0.300-inch carbine ammo; other size ammunitions; carts; 1" Verey light signals, etc. Tender: Ammunition, various types; contract 1967. Bid deadline Jan. 18, 1967. Assistant Commissioner C.1, Royal Malaysia Police, Kuala Lumpur. (Telephone: 202-WO 7-2923).

203 Canning, preserving foods

ETHIOPIA—Groceries of all types. Tadesse Wolde Giorgis (commission agent), P.O. Box 2232, Addis Ababa. WTD in preparation.

SPAIN—Pineapple juice concentrate. Jose March Espana (canning), Calle Albacete 3, 7, Valencia-7 (Valencia). WTD 11/30/66.

207 Confectionery

ETHIOPIA—Groceries. Tadesse Wolde Girogis (commission agent), P.O. Box 2232, Addis Ababa. WTD in preparation.

220 Textile mill products

● **IRAQ**—Camouflage nets: 300 nets 40' by 40', 150 nets 29' by 14'. Tender No. CONT/ORD/59-1966, bid deadline Feb. 21. Directorate of Contracts & Purchases, Ministry of Defence, Baghdad.★ (Telephone: 202-WO 7-5238).

221 Broad woven fabric mills, cotton

HONG KONG—Men's shirtings, cotton, off-brand. Heera Trading Co. (HK), Ltd. (importer, wholesaler, exporter), P.O. Box 817, Hong Kong. Cable: Heeraco. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRIA—Manmade fiber fabrics, printed, 35" wide or more. Estimated size of orders 1,000 to 5,000 yards of each pattern. Requests replies in German. "Widamo" Damenkleiderfabrik, Dr. Ernst Kucera, Dr. Franz Arming-Strasse, A-4600 Wels, 00e. WTD 8/9/65.

HONG KONG—Men's suitings, rayon/acetate linings, in stock or job lots; stretch faille. Heera Trading Co. (HK), Ltd. (importer, wholesaler, exporter), P.O. Box 817, Hong Kong. Cable: Heeraco. WTD in preparation.

Men's shirtings, nylon/rayon mixtures, off-brand. Heera Trading Co. (HK), Ltd. (importer, wholesaler, exporter), P.O. Box 817, Hong Kong. Cable: Heeraco. WTD in preparation.

232 Men's, youths', boys' furnishings

AUSTRIA—Work garments for hospital personnel, other professions. Hans Nohstadt & Co. (manufacturer), Dr. Franz Pallagasse 27, A-9020 Klagenfurt. WTD 12/2/66.

HONG KONG—Men's dress, sport shirts, neckties, off-brand. Heera Trading Co. (HK), Ltd. (importer, wholesaler, exporter), P.O. Box 817, Hong Kong. Cable: Heeraco. WTD in preparation.

238 Apparel, accessories

HONG KONG—Men's leather belts. Heera Trading Co. (HK), Ltd. (importer, wholesaler, exporter), P.O. Box 817, Hong Kong. Cable: Heeraco. WTD in preparation.

242 Sawmills, planing mills

FRANCE—Lumber (pitch pine, hemlock, douglas fir, redwood). Direct purchase and agency. Cie Eurafricaine des Bois et Materiaux (importer, exporter, wholesaler), 7 Avenue Stendhal, 13—Marseille, 9eme. WTD 12/5/66.

SOUTH AFRICA—Prime wine grade American white oak staves and heading. J. Kaplan & Son (importing distributor & manufacturer), P.O. Box 208, Paarl, Cape Province. WTD in preparation.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Wall paneling, high grade plywood. Direct purchase and agency. Compagnie Eurafricaine des Bois et Materiaux (importer, exporter, wholesaler), 7 Avenue Stendhal, 13—Marseille, 9eme. WTD 12/5/66.

244 Wooden containers

SOUTH AFRICA—New American white oak barrels of varying capacities; once used American white oak whiskey barrels of 50 U.S. gallon capacity. J. Kaplan & Son (importing distributor & manufacturer), P.O. Box 208, Paarl, Cape Province. WTD in preparation.

262 Paper mills

AUSTRIA—Paper fabrics for manufacture of sanitary bed sheets and bed cloth, garments for hospital personnel. Hans Nohstadt & Co. (manufacturer), Dr. Franz Pallagasse 27, A-9020 Klagenfurt. WTD 12/2/66.

● **EL SALVADOR**—1,000 packages of cigarette paper, 100 sheets each package. Tender No. 157(66); bid deadline Jan. 11, 1967. Correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-3003).

● **GREECE**—379 metric tons of white and colored writing papers, cover, art, and illustration papers in various grades and finishes, with basic weights ranging from 50 through 246 gms per square meter. Tender No. B/962/66, bid deadline Jan. 16, 1967. Specifications, terms, and quantities available in Greek and English. Ministry of Commerce, State Purchases Directorate B, 50 Socratous St., Athens.★ (Telephone: 202-WO 7-3003).

● **IRAQ**—Supply of offset white paper; sheet size 27 x 17 cm.; weight, 70 grms. per sq. meter. Tender No. ORD/71/966/1076. For additional information contact Office of the Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St., NW., Washington, D.C.

'. . . tune in next week at the same time'

The serial is great for some forms of entertainment.

But not for business correspondence.

If you respond to one of the advertisers in these pages give him the WHOLE story the first time.

- Your unit of sale—whether by the foot or the ton—and what kind of a ton.
- Details of various price lines available if you have such distinctions as "utility", "standards" or "deluxe".
- Your price, including discounts for quantity and for prompt payment.
- Your delivery schedule.
- Your catalogue or other appropriate literature.
- Your payment terms.

264 Converted paper, paperboard products

ETHIOPIA—School supplies. Tadesse Wolde Giorgis (commission agent), P.O. Box 2232, Addis Ababa. WTD in preparation.

SWEDEN—Purchase of 1000 tons two-sided blade coated paper, 70 g, 20% mechanical; delivery: 450 tons during April, May, June; remaining quantity in October, November, December, 1967. Price indication: SwCr. 1,40 per kg c.i.f. Stockholm ./. 5% ./. 3%. Oscar E. Svensson & Co. (importer, sales agent), Kungsgatan 55, Stockholm. WTD 10/20/66.

SWITZERLAND—Office stationery supplies, packing materials, novelties, all kinds. Agency and direct purchase. Centraco SA (importer, distributor), 25 Confrerie, P.O. Box 1, 1008 Prilly. WTD in preparation.

273 Books

ETHIOPIA—School supplies. Tadesse Wolde

Giorgis (commission agent), P.O. Box 2232, Addis Ababa. WTD in preparation.

276 Manifold business forms manufacturing

SWITZERLAND—Business forms and office stationery. Agency and direct purchase. Centraco SA (importer, distributor), 25 Confrerie, P.O. Box 1, 1008 Prilly. WTD in preparation.

281 Industrial chemicals

● **BURMA**—Calcium carbide, 73,800 lbs. (369 drums) ½ M.M. to B.B.S. 642/1951, packed in 200 pound net drums; calcium carbide, 39,820 lbs. (181 drums), 15/25 M.M. to B.B.S. 642/1951, packed in 220 lb. net drums. Prices to be quoted both f.o.b. and c.&f. net Rangoon. Quotation and all correspondence requested in English. Tender No. 68(T)/MCY-CHK/POI (66-67), bid deadline Jan. 24, 1967. The Procurement Manager, People's Oil Industry, Rangoon.★ (Telephone: 202-WO 7-2008).

GERMANY—Molybden MOS 2. Requests price quotations f.o.b. New York. Gerhard Heitmann, Deutsche Kendall Oel-Vertriebsges. KG. (importer, wholesaler), 31-35 Hofkamp, 56 Wuppertal-Elberfeld. WTD 12/5/66.

● **HONG KONG**—Copper sulfate pentahydrate, minimum 98%, crystals not exceeding 1½", in 112-lb. bags. Prices to be quoted c.i.f. Hong Kong. Tender No. A-39055, 11/25/66. Controller of Stores, Stores Dept., Oil St., North Point, Hong Kong.★ (Telephone: 202-WO 7-2008).

TAIWAN—Curing compound for concrete and other chemical ingredients for improving quality of concrete. Ta Yuan Chemical Works Co., Ltd. (manufacturer), 4th Floor, 118 Chungshan North Rd., Sec. 1, Taipei. WTD in preparation.

282 Synthetic materials

HONG KONG—Plastic tableware, kitchen utensils, all types. Tsun Yip Trading Co. (importer, wholesaler, exporter, agent), 903-904 Yu To Sang Building, Hong Kong. Cable: Tsunyip. WTD 11/22/66.

283 Drugs

● **EL SALVADOR**—250,000 multivitamin capsules for adults; 10,000 chloramphenicol capsules, 250 mg.; 10,000 tetracycline capsules, 250 mg. Tender No. 155(66); bid deadline Jan. 4, 1967. Copies of tender available on a limited time loan basis only from the Chemicals & Allied Products Division, Business & Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20203.★ (Telephone: 202-WO 7-2239).

● **ETHIOPIA**—Buying Committee, Central Medical Stores Corp., P.O. Box 976, Addis Ababa, Ethiopia, solicits bids on 290 medicinal chemical and pharmaceutical items, including dextrose, 40%, 10 ml., 220,000 ampoules; streptomycin, 1 gm., 60,000 vials; pethidine hydrochloride, 100 mg., 2 ml., 70,000 ampoules; tetanus antitoxin, 3,000 I.U., 40,000 ampoules; halazone, 1,000,000 tablets; magnesium hydroxide, 300 mg., 2,000,000 tablets; prednisolone, 5 mg., 600,000 tablets; sulfaguanidine, 500 mg., 6,000,000 tablets; saccharine, 12 mg., 1,000,000 tablets; sulfadiazine, 500 mg., 2,500,000 tablets; triple sulfas, 500 mg., 3,000,000 tablets; accacia powder, 100 kilograms; sodium bicarbonate, 5 kg., 3,000 kilograms; codeine phosphate, 10 kilograms.

Also, cellulose wadding, 5 kg., 4,000 kilograms; elastic bandages, 7½ cm. x 5 m., 100 rolls, 5,000 rolls; elastic bandages, 10 cm. x 5m., 100 rolls, 10,000 rolls; gauze bandages of different sizes, 1,560,000 pieces; plaster of paris bandages of different sizes, 6,000 dozens; triangular bandages, 5,000 pieces; other items. Tender No. 22, bid deadline Jan. 9, 1967. Copies of tender available on a limited time loan basis only, from the Chemicals & Allied Products Division, BDSA-544, Rm. 4421, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2239).

● **TURKEY**—Codeine, pure, 800 kilograms; Codeine phosphate, 400 kilograms; Ethylmorphine chlorhydrate (Dionin), 400 kilograms; Cocaine chlorhydrate, 4 kilograms. Bid deadline Jan. 10, 1967. Copies of tender available from Modern Translation Bureau, a private translation company, Menekse Sokak 20/7, Kizilay, Ankara, for $4, including airmail charges.

285 Paints, varnishes, lacquers, enamels

● **IRAQ**—Oil paint, miscellaneous colors, 2350 gals.; fireproof paint, 200 gals. Tender No. INQ/66/DMW/82.3.4. General conditions and specifications may be obtained from the Embassy of the Republic of Iraq, Office of the Armed Forces Attache, 3510 Garfield St., NW., Washington, D.C.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

287 Agricultural chemicals

SWITZERLAND—Pest control chemicals, insecticides, fungicides, herbicides, new plant health products. Agency and direct purchase. Hoko Chemie AG (manufacturer, distributor), Marktgasse 23-25, 4900 Langenthal. WTD in preparation.

289 Chemical products

SWITZERLAND—Water-treating compounds, water-softening chemicals, swimming pool chemicals. Chemotherm AG (manufacturer, distributor), Spitalgasse 26, 3000 Bern. WTD in preparation.

299 Products of petroleum, coal

GERMANY—Industrial oils and greases for iron and steel enterprises. Requests price quotations f.o.b. New York. Gerhard Heitman, Deutsche Kendall Oel-Vertriebsges. KG. (importer, wholesaler), 31-35 Hofkamp, 56 Wuppertal-Elberfeld. WTD 12/5/66.

● **HONG KONG**—Hydraulic brake fluids, SAE-70R3 and SAE-70R4, estimated quantity 1,000 imperial (1,200 U.S.) gallons annually. Tender Ref. U-52105 (11/25/66). Controller of Stores, Stores Dept., Oil St., North Point, Hong Kong.★ (Telephone: WO 7-2355).

307 Plastics products

AUSTRIA—Plastic film for packaging, made of cellophane, polyethylene, related materials. Requests replies in German. Uni-Plastik (importer, wholesaler), Leopold T. Herzog, Neustiftgasse 133, A-1070 Vienna. WTD 10/28/66.

FRANCE—Shoe findings and related products. Direct purchase and agency. Requests replies in French or German. Bauquel Fils, S.a.r.l. (wholesaler), 2 Faubourg de Pierre, 67 Strasbourg. WTD 11/30/66.

SOUTH AFRICA—Plastic containers and inner packs; films and plastic-laminated material for dry and liquid packaging. Direct purchase and agency. Erle & Stephens (Pty.) Ltd. (importing distributor and manufacturer's agent), P.O. Box 103, Cape Town, Cape Province. WTD 5/12/66.

SWITZERLAND—Office materials, plastic; smokers' articles, plastic. Agency and direct purchase. Centraco SA (importer, distributor), 25 Confrerie, P.O. Box 1, 1008 Prilly. WTD in preparation.

311 Leather tanning, finishing

GERMANY—Leather suitable for clothing. Requests price quotations. Berolina Leder-Sport-Wetterkleidung Paul Bugiel KG (manufacturer), 182 Kurfurstendamm, 1 Berlin 15. WTD 12/13/65.

HONG KONG—Leather piece goods, suitable for making jackets, outerwear, sportswear. Heera Trading Co. (HK), Ltd. (importer, wholesaler, exporter), P.O. Box 817, Hong Kong. Cable: Heeraco. WTD in preparation.

313 Boot, shoe cut stock, findings

FRANCE—Boot and shoe findings and related products. Direct purchase and agency. Requests replies in French or German. Bauqel Fils, S.a.r.l. (wholesaler), 2 Faubourg de Pierre, Strasbourg (67). WTD 11/30/66.

316 Luggage

BRAZIL—Leather and synthetic fibers luggage, giftware. Direct purchase and agency. Organizacao Veicer Ltda. (retailer), Rua Quintino Bocaiuva 274, Sao Paulo. WTD 9/13/66.

317 Handbags, personal leather goods

JAPAN—Leather handbags. Requests literature, prices. Suzuki Shoji Co., Ltd. (exporter, importer, wholesaler), Chuo Bldg., 3-46, 1-chome, Nishiyanagi-cho, Nakamura-ku, Nagoya. WTD 11/28/66.

322 Glass, glassware

HONG KONG—Household glass tableware, all types. Tsun Yip Trading Co. (importer, wholesaler, exporter, agent), 903-904 Yu To Sang Bldg., Hong Kong. Cable: Tsunyip. WTD 11/22/66.

331 Steel mill products

● **BURMA**—Galv. seamless pipe, sizes ¾" to 8": Required 158,100'. Tender No. 57(T)/ARDC/WS/66-67, bid deadline Jan. 10, 1967. Chief Mechanization Officer, Rural Water Supply Project Division, Agricultural & Rural Development Corp., 346 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

FRANCE—Steel sections in trapezoidal form for caterpillar track-links renovation, as described: steel-strength 80/90 kgs, comprising approximately 0.70% of carbon, less than 0.25% of silicon and 0.50% of manganese; steel-strength 150 kgs, comprising approximately 1% carbon, 0.35% silicon, 13% manganese. Requests replies in French. Societe

Metallurgique du Sud-Ouest (S.M.S.O.) (importer, wholesaler, retailer), 40, Boulevard Riquet, 31 Toulouse. WTD 4/15/66.

● **IRAN**—Rails: 20 kilometers (26 to 28 kgs.). Tender No. A/2077, bid deadline Feb. 22, 1967. General conditions and technical specifications may be obtained directly from Steel Corp. of Iran, Forsat Ave., Shah Reza Ave., Tehran, against payment of Rls. 50 (about U.S. $1).

PAKISTAN—Stainless steel sheets and bars AISI 410, carbon 10 to 18% and chrome 15%; AISI 420 carbon 15 to 40% and chrome 15%; AISI 304 carbon 18, chrome 8; with finish BB size 8′ x 3′, 8′ x 4′ gauge 16 to 24 SWG, for use in manufacture of surgical instruments. Twinkle Industries (manufacturer), Ahmadpura, Sialkot. WTD 11/22/66.

● **SUDAN**—Steel tires for railroad wheels: 6,000 required. Tender No. 3582, bid deadline Jan. 17, 1967. Tender documents, including drawing No. 408/2986, should be requested from Controller of Stores, Sudan Railways, Atbara.

333 Primary smelting, refining of nonferrous metals

● **INDIA**—52 metric tons of pig lead, 99.94% (to IS-27/1965). Tender No. P/202/45/198/13-10-66, bid deadline Jan. 17, 1967. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi, India. Tender documents available upon payment of $1.50 from India Supply Mission, 2536 Massachusetts Ave., Washington, D.C. 20008. Ref. No. D/ENQ/2158.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Cables: three core 23/0076 and 40/0076 silk and cotton braided; bright nichrome wire 24 swg, 80/20 nickle, chrome; bright nichrome strip 65/15/20 nickle, chrome, iron, 1/32″ x 0.003″; aluminum tubes square size 3/8″ outside dia, 20 gauge, lengths in multiple of 25″; aluminum tubes square 5/16″ outside dia, 20 gauge, lengths in multiple of 28″; aluminum tubes round, size 3/8″ outside dia, 20 gauge, lengths in multiple of 25″; mile steel tubes round 5/16″ dia, 20 gauge, lengths in multiple of 25″. Olympia Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore. WTD 11/22/66.

336 Nonferrous foundries

HONG KONG—Cast aluminum kitchen utensils, all types. Tsun Yip Trading Co. (importer, wholesaler, exporter, agent), 903-904 Yu To Sang Bldg., Hong Kong. Cable: Tsunyip. WTD 11/22/66.

342 Cutlery, hand tools, general hardware

GERMANY—Newly developed hand-operated tools, machines for handicrafts. Direct purchase and agency. Herm. Stocks & Co. (importer, wholesaler), Amsinckstrasse 4, Hamburg 1. WTD 9/23/65.

NETHERLANDS—Aircraft hardware and tools specifically for use in aircraft industry. Direct purchase and agency. Marrca N.V. (importer, wholesaler), 695 Rijksstraatweg, Wassenaar. WTD 8/24/66.

SWITZERLAND—Non-electric wall type can openers for household use. Marcel B. Burstein, Matterhorn Trading Co. (importer, distributor), Case 26, Grange-Canal, Geneva. WTD 7/21/66.

344 Fabricated structural metal products

● **BURMA**—Supply of three each 50,000 gallon storage tanks with fixed roof 24′ in diameter by 18′ high. Tender No. 23 (T) CONST POI/DD (66-67), bid deadline Feb. 10, 1967. The Procurement Manager, People's Oil Industry, P.O. Box 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-4241).

346 Metal stampings

HONG KONG—Chrome-plated iron kitchen utensils, all types. Tsun Yip Trading Co. (importer, wholesaler, exporter, agent), 903-904 Yu To Sang Bldg., Hong Kong. Cable: Tsunyip. WTD 11/22/66.

348 Fabricated wire products

● **EL SALVADOR**—Supply of 5,000 boxes of paper clips. Tender No. 151(66), bid deadline Jan. 9, 1967. Proveeduria General de la Republica, Avenida Espana 613, San Salvador. Specifications available in Spanish only.★ (Telephone: 202-WO 7-4370).

349 Fabricated metal products

PAKISTAN—Porcelain fittings such as bushes, heaters elements, rods. Olympia Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore. WTD 11/22/66.

351 Engines, turbines

● **AUSTRALIA**—Supply, delivery, erection, testing, putting into service and maintenance of two 30,000 KW steam turbo-generators for the Northern Electric Authority of Queensland. Spec. No. CV2/C2, bid deadline March 1, 1967. The Northern Electric Authority of Queensland, 42 Stanley St., Townsville, Australia.

A copy of the specifications is available for review only, not for loan, at the following addresses:

Power & Electrical Equipment Division, U.S. Department of Commerce, Rm. 4124, Washington, D.C. 20230 (Telephone: 202-WO 7-4241), The Australian Government Trade Commission, c/o Australian Consulate General, 636 Fifth Ave., New York, N.Y., Australian Government Trade Commissioner, c/o Australian Consulate General, 350 Post St., San Francisco, Calif., Australian Government Trade Commissioner, Rm. 504, 6 Northern Michigan Ave., Chicago, 2, Ill.

COLOMBIA—Diesel engines suitable as inboard motor for small (about 25′) boats. Requests catalogs, price quotations c.i.f. Barranquilla. Cia. Exportadora de Maderas Uraba Ltda. (exporter), Apartado Aereo (Air Mail P.O. Box) 1578, Barranquilla. WTD 11/21/66.

● **PORTUGAL**—Supply and install 125 megawatt, 50 cycle, oil fired generating plant, third unit, at Carregado Thermo-Electric Station (50 kilometers from Lisbon). Bid deadline Jan. 18, 1967. Specifications available in Lisbon for $17.50 per copy. Correspondence in Portuguese or English. Empresa Thermo-Electrica Portuguesa, S.A.R.L., Rua Rosa Aranjo 34-3, Lisbon. Possible IBRD financing.

352 Farm machinery

COLOMBIA—Tractor parts, implements, accessories. Requests price quotations c.i.f. Barranquilla. Cia. Exportadora de Maderas Uraba Ltda. (exporter), Apartado Aereo (P.O. Box) 1578, Barranquilla. WTD 11/21/66.

353 Construction, mining, materials handling machinery

● **BURMA**—Large quantities of parts for cementing equipment for oil and gas-well drilling. Tender No. 30(T)MCY-POI/EXP (66-67), bid deadline Jan. 7. Procurement Manager, People's Oil Industry, Merchant St., Rangoon.★ (Telephone: 202-WO 7-5566).

● One shaft winch to be floor installed on top of shaft without tower. The shaft will have one haulage compartment for working double decked cage and counterweight compartment. Hoist should work with two-rope system and KOEPE friction pulley. All equipment to be flame-proof, electric drive, 440 volts or 3.3 KV, three-phase, 50 cycle, A.C. The equipment must include the complete hoist and accessories, signaling device, ropes, cage, shaft stations. Tender No. 3/66-67, bid deadline Jan. 15. Director General (Procurement), Mineral Development Corp., No. 243/251 36th St., Rangoon.★ (Telephone: 202-WO 7-5566).

ETHIOPIA—Roadbuilding machinery. Tadesse Wolde Giorgis (commission agent), P.O. Box 2232, Addis Ababa. WTD in preparation.

SWITZERLAND—Construction machines of all kinds. Direct purchase and agency. Carrosserie Grogg AG (car body construction, repair shop), Zurichstrasse 131, 8600 Duebendorf. WTD 1/12/66.

354 Metalworking machinery

● **BURMA**—Tool room lathe, 13″ swing, 30″ between centers, 6′ long bed. Tender No. 18(T)/MCY-POI/DD (66-67), bid deadline Jan. 15, 1967. The Procurement Manager, People's Oil Industry, P.O. Box 1049, 604 Merchant St., Rangoon.

● Metalworking equipment of various types including: ten portable heavy duty electric drills with stand, ¼″ to 1″ capacity; supply of high-speed steel twist drills; 12 bench type double wheel grinding machines; 22 gas welding sets with accessories; 140 carborundum grinding wheels, 8″ diameter by 1″ thick with ¾″ center hole; 12 hand driven forge hearths, 12 cast-iron suction pumps, and 12 5-ton chain blocks. Tender No. 2Q/PWC(M)/66-67, bid deadline Jan. 10, 1967, Director of Engineers, Public Works Corp., Schwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5652).

GERMANY—Jig-boring machines. Requests price quotations. Direct purchase and agency. Gebr. Hoffmann Werkzeugmaschinen, 5 Kaiserin-Augusta-Allee, 1 Berlin 21. WTD 2/15/66.

ITALY—Machine tools, spare parts for wood, metalworking industry. Giuseppe Maniaci (importer, manufacturers' agent), 10 Via Gabriele Bonomo, Palermo. WTD 11/28/66.

JAPAN—Modern automobile repairing and service machinery, equipment, supplies. Requests descriptive brochures, price quotations. Direct purchase and agency. Market Development Section, Import Dept., Matsushita Electric Trading Co., Ltd. (importer, exporter), Kawaramachi Bldg., 71 Kawara-machi 5-chome, Higashi-ku, Osaka. WTD 12/8/65.

SPAIN—Machine tool and other metalworking machinery accessories including drill, boring bits, similar metal cutting items. Direct purchase and agency. Requests replies in Spanish. Aquilino Mendizabal, S.A. (manufacturer, exporter), Elorrio, Vizcaya. WTD 12/1/66.

355 Special industry machinery

GERMANY—Bottling machinery and acces-

sories for breweries, distilleries, soft drink manufacturers, mineral water firms, wine cellars. Requests price quotations c.i.f. Rotterdam. Requests replies in German. Direct purchase and agency. H. W. Meyer KG (importer, wholesaler, sales agent), Postfach 1, 4401 Appelheulsen. WTD 12/2/66.

Packaging and wrapping machinery for food products, textiles, etc. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Vertec Gesellschaft fuer Verpackungstechnik mbH. & Co. KG. (importer, distributor), 119 Kabelstrasse, 405 Moenchengladbach. WTD 12/1/66.

MADAGASCAR—Machinery, equipment for production of apple concentrate; request replies in French. Bureau du Developpement et de la Promotion Industriels (gov't-semi-public consultants), Boite Postale 3180, 33 Rue de Liege, Tananarive.

NETHERLANDS—Bakery machinery, dough mixing, dough forming, bakery filling and cutting machinery, other sophisticated food cleaning and processing machinery. Direct purchase and agency. Diederik N.V. (manufacturer, importer), 77 Mijlweg, Dordrecht. WTD 11/15/66.

Aircraft ground testing, servicing equipment. Direct purchase and agency. Marrca N.V. (importer, wholesaler), 695 Rijksstraatweg, Wassenaar. WTD 8/24/66.

SOUTH AFRICA—Modern packaging machinery for filling dry, liquid and viscous products; heat and sonic sealing; wrapping and bundling; forming, filling, sealing; case handling, packing, closing and sealing; blister skin packaging; automatic forming, filling and closing bags for pre-packing rice, beans, etc., in 8, 16, 32 ozs.; aerosol packaging. Direct purchase or agency. Interested in leasing on license or royalty basis machinery approved by Food & Drug Administration for making plastic or plasticized containers for milk, cream, fruit juices, etc. Erle & Stephens (Pty.) Ltd. (importing distributor and manufacturers' agent), P.O. Box 103, Cape Town, Cape Province. WTD 5/12/66.

357 Office computing, accounting machines

SPAIN—All types of newly developed office machines. Requests replies in Spanish. Enrique Lopez (importer, wholesaler), Puerta del Sol 6, Madrid (14). WTD 6/22/66.

SWITZERLAND—Office machines, devices, novelties, all kinds. Agency and direct purchase. Centraco SA (importer, distributor), 25 Confrerie, P.O. Box 1, 1008 Prilly. WTD in preparation.

358 Service industry machines

GERMANY—Dry cleaning machines, fully automatic for self service, small units of American standards, electric heating 220V single phase or 380 volt, 3-phase, with charging counter or similar control. Prices c.i.f. Hamburg. Requests replies in German. Combi-Maschinen, H. Steinmann (importer, sales agent), 35, Kassel, Wilhelmshoeher Allee 145. WTD 11/29/66.

ITALY—Industrial refrigeration equipment. Direct purchase and agency. Giuseppe Maniaci (importer, manufacturers' agent), 10 Via Gabriele Bonomo, Palermo. WTD 11/28/66.

JORDAN—Central air conditioning unit for heating and cooling of 108-room first-class hotel with lobbies, saloons, dining rooms. Central unit operating through piping to fan units in individual rooms and spaces. Bid deadline 1/1/67. Hisham Nuseibeh & Bros. (hotel), P.O.B. 555, Amman. WTD in preparation.

SWITZERLAND—Water treatment equipment; water softening, filtering and purification machinery. Agency and direct purchase. Chemotherm AG (manufacturer, distributor), Spitalgasse 26, 3000 Bern. WTD in preparation.

362 Electrical industrial apparatus

● **BURMA**—Supply of 250 k.w., 100 k.w., and 50 k.w. diesel generating sets. Tender No. 1(T)/MCY-ESB/66-67, bid deadline Feb. 6, 1967. Controller of Stores, Electricity Supply Board, Ahlone Strand Rd., Rangoon, Burma. Copies of specifications available at $11 (by certified check), each, through the American Embassy, Rangoon, Burma.

● **IRAQ**—Supply of 6 cylinder, 58 b.h.p., 1500 r.p.m. trailer-mounted engine generator sets, 30 kw, 0.8 P.F., 380/220 volts, 50-cycle, three-phase, four-wire, and accessories. Ref. No. INQ/66/DME/10. Bid deadline Jan. 28, 1967. Embassy of Republic of Iraq, Office of the Armed Forces Attache, 3510 Garfield St., NW., Washington, D.C.

● Supply and erection of two 50 kw. diesel generator sets with the construction of the necessary building and cooling ponds. Tender No. 37, bid deadline Feb. 7, 1967. Specifications available for 8 dinars 500 fils (approximately $23.80) and evidence of a valid Chamber of Commerce membership from Directorate General of Projects, Accounts Section, Ministry of Municipalities & Works, Baghdad.

363 Household appliances

BELGIUM—Deep freezers. Elma Chain Stores (Trade and Technique Corp.) (importer, retailer, wholesaler, agent), 108 Plantijn Moretuslei, Antwerp. WTD 11/21/66.

ITALY—Dishwashers, air-conditioners, new products in electric appliances field. Direct import and agency. Requests replies in Italian. Gaetano Lisi (wholesaler, sales agent), 3 Via P. Samperi, Messina. WTD 11/29/66.

SWITZERLAND—Electric scissors, knives, coffee roasters, for household use, 220V. Zappia-Paradiso S.A. (importer, manufacturer), Via Carzo, 6900 Lugano. WTD 12/1/66.

366 Communication equipment

NETHERLANDS—Aircraft communication equipment, object detection apparatus, airborne and ground navigational electronic equipment, aircraft and missile control equipment, aircraft flight and engine instruments, radar equipment, other military communication equipment, telephone equipment and parts, special apparatus, monitoring devices, automatic tone and signal repeaters, telephone testing equipment. Direct purchase and agency. Marrca N.V. (importer, wholesaler), 695 Rijksstraatweg, Wassenaar. WTD 8/24/66.

● **TURKEY**—Supply of 400-page type and paper tape teletypewriters. Bid deadline Jan. 16. General Directorate of PTT, Procurement Dept. Tender documents may be obtained from the Modern Translation Bureau, Menekse Sokak 20/7, Kizilay, Ankara, for $9.50.

367 Electronic components, accessories

ITALY—Electronic equipment, including radar, depth finding equipment, for fishing boats. Direct purchase and agency. Giuseppe Maniaci (importer, manufacturers' agent), 10 Via Gabriele Bonomo, Palermo. WTD 11/28/66.

NETHERLANDS—Nuclear and electronic apparatus, navigational instruments, electronic components for aircraft, electronic testing, measuring and control equipment, military electronics. Direct purchase and agency. Marrca N.V. (importer, wholesaler), 695 Rijksstraatweg, Wassenaar. WTD 8/24/66.

369 Electrical machinery, equipment, supplies

HONG KONG—Machines for cutting, perforating, labeling, wrapping toilet paper in cellophane. Hotung International, Ltd. (importer, wholesaler, exporter, agent), P.O. Box 13304, Hong Kong. Cable: Hotung. WTD 8/17/66.

NETHERLANDS—Aircraft batteries, chargers, starting motors and generators, other aircraft and military electrical equipment. Direct purchase and agency. Marrca, N.V. (importer, wholesaler), 695 Rijksstraatweg, Wassenaar. WTD 8/24/66.

371 Motor vehicles, motor vehicle equipment

BELGIUM—Accessories, novelties, gadgets of better quality, for use in automobiles. Le Francorchamps (Dengis Jean) (importer, wholesaler, exporter, retailer), 144 Zeedijk, Knokke. WTD 10/4/66.

ENGLAND—Automobile parts and accessories of all kinds. Direct purchase and agency. Anthony Carter & Co. Ltd. (importer), 14 Howick Place, London, S.W.1. WTD 11/29/66.

SWITZERLAND—Motor trucks of all kinds. Direct purchase and agency. Carrosserie Grogg AG (repair, construction shop), Zurichstrasse 131, 8600 Duebendorf. WTD 12/1/66.

372 Aircraft, parts

AUSTRIA—Aircraft accessories and support equipment of all kinds. Direct purchase and agency. OeFag, Oesterr. Fahrzeugbauges m.b.H. (importer, retailer, manufacturers' agent), Abt. Flugdienst, Innsbrucker Bundesstrasse 128, A-5021 Salzburg. WTD 11/25/66.

NETHERLANDS—Aircraft, aircraft engines and parts, other aircraft parts, aviation instruments and equipment, transmission equipment, target drones, assemblies. Direct purchase and agency. Marrca N.V. (importer, wholesaler), 695 Rijksstraatweg, Wassenaar. WTD 8/24/66.

373 Ship building, repairing

SWEDEN—Marine supplies for pleasure boats, such as boat chairs, sails, light fittings, refrigerators for boats, windlasses, distress signals. Accessories for boat interiors. Direct purchase and agency. Ottoson & Cardell Marin AB (importer, retailer, wholesaler, sales agent), Gamla Brogatan 32, Stockholm. WTD 11/22/66.

374 Railway equipment

● **BURMA**—Mine locomotives, rolling stock and rails. Request No. 15/66-67; reference No. 022/MDC-V-15(66-67); bid deadline Jan. 15, 1967. Director General (Procurement), Mineral Development Corp., No. 242/251, 36th St., Rangoon, Burma. Terms of payment: Letter of credit. A copy of bidding conditions and specifications may be obtained from Rm. 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-4817).

381 Engineering, laboratory, scientific, research instruments

AUSTRIA—Drafting instruments, machines. Direct purchase and agency. Requests replies in German. Dr. Ing. G. Heizer (importer, manufacturers' agent, wholesaler), Sophienguistrasse 25, A-4020 Linz/Donau. WTD 3/7/66.

KOREA—Intoxication indicators, traffic recorders. Sam Sung Corporation (importer, commission agent), Central P.O. Box 1060, Seoul. WTD 2/24/66.

NETHERLANDS—Meteorological instruments except optical, aircraft flight instruments, air speed instruments, automatic temperature controls. Direct purchase and agency. Marrca N.V. (importer, wholesaler), 695 Rijksstraatweg, Wassenaar. WTD 8/24/66.

382 Instruments for measuring, controlling, indicating physical characteristics

ENGLAND—Range of equipment suitable for general and specialized use in process control, data handling and control systems as related to chemical and petroleum industries. Particular interest in any equipment concerned with automatic loading for oil bulk depots and self-service gas stations. Direct purchase and agency with view to manufacturing under license at later date. Data & Control Systems Group, Sperry Gyroscope Co. (manufacturers), Great West Rd., Brentford, Middlesex. WTD 5/20/64.

● **TAIWAN**—Gas analysis instrument to be used in synthetic ammonia plant to measure and record the analysis of converter inlet gas and outlet gas. Tender No. GF4F-25821(J), bid deadline Jan. 12. Central Trust of China, Purchasing Dept., 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-2939).

383 Optical instruments

KOREA—Microscopes. Sam Sung Corp. (importer, commission agent), Central P.O. Box 1060, Seoul. WTD 2/24/66.

SWITZERLAND—Infra-red optical instrument (sight in dark apparatus) for watchman, police use. Marcel B. Burstein, Matterhorn Trading Co. (importer, distributor), Case 26, Grange-Canal, Geneva. WTD 7/21/66.

384 Surgical, medical, dental instruments

● **EL SALVADOR**—Supply of 2,150 hypodermic syringes. Tender No. 154(66), bid deadline Jan. 5. Terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

● Supply of 19,992 gauze surgical dressings, 9,996 size 3″ x 10 yards, 9,996 size 4″ x 10 yards; also 4,992 clinical oral thermometers. Tender No. 156(66), bid deadline Jan. 5. Correspondence preferred in Spanish. Terms and specifications in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Blood pressure apparatus, hypodermic syringes, stethoscopes and measure glasses. Doctor Surgical (manufacturer), Ramtali St., Karimpura, Sialkot. WTD 11/22/66.

387 Watches, clocks, parts

PORTUGAL—Electric timers for appliances, industrial use. J. C. Rodrigues & Cia. Lda. (importer, wholesaler, manufacturer), 129 Rua de Santo Antonio, Oporto. WTD in preparation.

Desk alarm clocks. Direct purchase and agency. J. C. Rodrigues & Cia. Lda. (importer, wholesaler, manufacturer), 129 Rua de Santo Antonio, Oporto. WTD in preparation.

394 Toys, amusement, sporting goods

BELGIUM—Automobile toys. Le Francorchamps (Dengis Jean) (importer, exporter, retailer), 144 Zeedijk, Knokke. WTD 10/4/66.

395 Pens, pencils, office, artists' materials

ETHIOPIA—School supplies. Tadesse Wolde Girogis (commission agent), P.O. Box 2232, Addis Ababa. WTD in preparation.

SWITZERLAND—Office materials, supplies, novelties, all kinds. Agency and direct purchase. Centraco SA (importer, distributor), 25 Confrerie, P.O. Box 1, 1008 Prilly. WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

AUSTRIA—Buttons for ladies', misses' apparel. Estimated size of order: five to ten gross of each pattern. Requests replies in German. 'Widamo" Damenkleiderfabrik (manufacturer, exporter), Dr. Ernst Kucera, Dr. Franz Arming-Strasse, A-4600 Wels, 00e. WTD 8/9/65.

505 Farm products, raw materials

AUSTRIA—Raw nutria, musk, related furs used for collars, trimmings on overcoats. Sight draft. Gustav Nitsch, Kleiderfabrik (manufacturer, importer), Schoenbrunnerstrasse 215, A-1120 Vienna. WTD 12/6/66.

507 Hardware, plumbing, heating equipment, supplies

LEBANON—Steel, fire tube, horizontal or vertical type boilers; hot water and steam series, oil fired. Ets. Louis Eid, Engineer, S.A.L. (importer, wholesaler, contractor), P.O. Box 2363, Arz St., Beirut. WTD 6/17/66.

509 Wholesalers

AUSTRIA—Military surplus goods, textiles and apparel only. Sight draft. Gustav Nitsch, Kleiderfabrik (manufacturer, importer), Schoenbrunnerstrasse 215, A-1120 Vienna. WTD 12/6/66.

781 Motion picture distribution

KOREA—Educational films, 8 mm and 16 mm. Sam Sung Corp. (importer, commission agent), Central P.O. Box 1060 Seoul. WTD 2/24/66.

Thailand to build communication earth station facility

The Post and Telegraph Dept. of the Royal Thai Government has issued a bid invitation covering complete installation of a communication earth station with related building construction and supporting facilities at Cholburi.

Bidding is open only to U.S. firms with local representation. Bidders should apply to the Post & Telegraph Dept. in writing with proof of local representational agreement.

Bid invitation documents may be purchased for $100 each from the Property & Supply Division, Post & Telegraph Dept., Bangkok.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

209 Food preparations

GERMANY—Soy beans and oil, linseed and oil, cotton linters, menhaden oil, all kinds of technical fats. Rietdorf & Maxein (sales agent), Ost-West-Strasse 49, Hamburg 11. WTD 1/13/66.

221 Broad woven fabric mills, cotton

SOUTH AFRICA—Cottons for ladies', children's wearing apparel; corduroys. M. Seligson & Son (Pty) Ltd. (sales agent), P.O. Box 203, Johannesburg. WTD 12/6/66.

222 Broad woven fabric mills, manmade fiber, silk

SOUTH AFRICA—Dacron/cotton for ladies', children's dresses and for men's, boys' suiting, trousers. M. Seligson & Son (Pty) Ltd. (sales agent), P.O. Box 203, Johannesburg. WTD 12/6/66.

227 Floor covering mills

VENEZUELA—Carpets; woven, artificial, fibers. Requests replies in Spanish. Paolo Coin (Representaciones) (sales agent), Edificio Pas-de-Calais, Oficina "A", Piso 3, Veroes a Jesuitas, Caracas or Apartado 9096, Caracas. WTD 10/14/66.

229 Textile goods

SOUTH AFRICA—All types of fabrics for women's shoe uppers, handbags. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town, Cape Province. WTD 2/16/66.

Bonded cottons, bonded dacron/cotton. M. Seligson & Son (Pty) Ltd., (sales agent), P.O. Box 203, Johannesburg. WTD 12/6/66.

238 Apparel, accessories

AUSTRIA—Raincoats, other waterproof outer garments, sportswear for men, women. Herkules Herren- u.Damenbekleidung (manufacturer, importer, exporter), Heinrich Vilcek's Erbin Franziska Winkler, Rennweg 68, Postfach 35, A-1032 Vienna. WTD 12/6/66.

281 Industrial chemicals

ALGERIA—Derivatives of benzene: toluene, xylene, naphtha solvent light 90/160°, naphtha solvent heavy 90/180°, benzene pure: derivatives of ethylene: ethylene-glycol, diethylene-glycol, triethylene-glycol, ethyl-glycol, monoethanolamine, triethanolamine, etc. Requests replies in French. Comptoir Nord-Africain d'Electro-Chimie et d'Electro-Metallurgie (importer, wholesaler, retailer, commission merchant), 38, Rue Didouche Mourad, Algiers. WTD 12/1/66.

283 Drugs

ISRAEL—Drugs, pharmaceutical specialties, preparations. Requests brochures, catalogs, price lists. Joseph Pekelman, Import Trading House Ltd. (manufacturers' representative), P.O. Box 1278, Tel Aviv. WTD 9/3/66.

289 Chemical products

UGANDA—Industrial adhesives of all types. Dalgety (Uganda) Ltd. (importer, exporter), P.O. Box 1011, Kampala. WTD 11/29/66.

331 Steel mill products

AUSTRALIA—Stainless steel coils, bars; other special-purpose steels and industrial ferrous alloys in basic shapes. William N. Barron Pty. Ltd. (importer, retailer), 183 Beaconsfield St., Revesby, N.S.W. WTD 10/18/65.

335 Rolling, drawing, extruding of nonferrous metals

AUSTRALIA—Industrial non-ferrous alloys in basic shapes. William N. Barron Pty. Ltd. (importer, retailer), 183 Beaconsfield St., N.S.W. WTD 10/18/65.

342 Cutlery, hand tools, general hardware

ISRAEL—Handles for table and kitchen knives, wood and plastic. Requests illustrated catalogs, samples, price lists. Leon Broudo (manufacturers' representative), P.O. Box 1078, Tel Aviv. WTD 11/17/66.

UGANDA—Door locks and lock sets, door bolts and checks. Dalgety (Uganda) Ltd. (importer, exporter), P.O. Box 1011, Kampala. WTD 11/29/66.

343 Heating apparatus, plumbing fixtures

UGANDA—Plumbing fixtures, fittings and trim (brass goods). Dalgety (Uganda) Ltd. (importer, exporter), P.O. Box 1011, Kampala. WTD 11/29/66.

344 Fabricated structural metal products

HONG KONG—Industrial boilers, vertical and horizontal, not over 500 hp. T. M. Wong & Co., Ltd. (importer, retailer, agent), 116A Argyle St., Kowloon, Hong Kong. WTD 8/9/65. Cable: Teemwong.

351 Engines, turbines

UGANDA—Low r.p.m. Diesel engines. Dalgety (Uganda) Ltd. (importer, exporter), P.O. Box 1011, Kampala. WTD 11/29/66.

352 Farm machinery

ETHIOPIA—Full line of tractors, cultivators, other agricultural machinery. Technical Trading Co. (Ethiopia) Ltd. (dealer), P.O. Box 579, Addis Ababa. WTD 10/22/65.

353 Construction, mining, materials handling machinery

ETHIOPIA—Roadbuilding machinery. Technical Trading Co. (Ethiopia) Ltd. (dealer), P.O. Box 579, Addis Ababa. WTD 10/22/66.

SWEDEN—Engine-driven or tractor-drawn leaf and litter collectors; models suitable for department stores. Ingeniorsfirma Belos AB (importer, retailer, exporter, sales agent, wholesaler, manufacturer), Alviksvagen 30, Stockholm- Bromma. WTD 11/15/66.

354 Metalworking machinery

GERMANY—Automotive maintenance equipment for use in garages and gasoline stations. Requests replies in German. Carl Bumann GmbH. & Co. K.G. (wholesaler, agent), 94 Semerteichstr., 46 Dortmund. WTD 12/1/66.

HONG KONG—Hand-operated pipe-threading machines for ⅜" to 1¼" diameter. Wang, Ching & Co. (importer, wholesaler, exporter), G.P.O. Box 2736, Hong Kong. WTD 12/7/66.

355 Special industry machinery

SPAIN—Textile, cement making, chemical industries, shipyard machinery and equipment; complete installations for all types of industry. Desires exclusive agency. Original Berg (wholesaler, retailer, agent), Marques de Casa Riera N°. 4, Madrid (14). WTD 12/9/66.

356 General industrial machinery

SOUTH AFRICA—Deep-well pumps. G. H. Langler & Co. Ltd. (importer, retailer, agent), P.O. Box 3762, Johannesburg. WTD 8/10/66.

SWEDEN—Hydraulic components such as pumps, motors (gear, vane, plungertype), swivel couplings. Montrax AB (importer, sales agent), Seglargatan 8, Sandviken. WTD 12/1/66.

358 Special industry machines

IRAN—Water fountains; ice cold water, also hot water for use with instant coffee, powdered soup mixes, bouillion cubes. Zoubin Company, Ltd. (importer), 754 Saadi Ave., Tehran. WTD 11/22/66.

361 Electric transmission, distribution equipment

VENEZUELA—Electric measuring instruments, test equipment; switchgear, switchboard apparatus; electric transmission and distribution equipment, 110 V, 50/60 cycles. Agencia Panamericana, C.A. (importer, sales agent), Edificio Naco, Madrices a Ibarras, Caracas, or Apartado 1189, Caracas. WTD 5/16/66.

362 Electrical industrial apparatus

VENEZUELA—Industrial controls, welding apparatus, carbon and graphite products, electrical industrial apparatus in general, 110 V, 50/60 cycles. Agencia Panamericana, C.A. (importer, sales agent), Edificio Naco, Madrices a Ibarras, Caracas, or Apartado 1189, Caracas. WTD 5/16/66.

364 Electric lighting, wiring equipment

BELGIUM—Small electrical equipment such as attachment plugs, convenience outlets, wiring devices, insulation materials, low tension 0 to 300 Volts. Jacques Stichelmans (commission merchant, sales agent), 361 Valleistraat, Meerbeek. WTD 11/23/66.

VENEZUELA—Electric lamps, lighting fixtures, current-carrying wiring devices, non-current-carrying wiring devices, etc. Agencia Panamericana, C.A. (importer, sales agent), Edificio Naco, Madrices a Ibarras, Caracas or Apartado 1189, Caracas. WTD 5/16/66.

367 Electronic components, accessories

ISRAEL—Electronic equipment, components for science, industry. Requests illustrated catalogs, price lists. Joseph Pekelman (manufacturers' representative), Import Trading House Ltd., P.O. Box 1278, Tel Aviv. WTD 9/3/66.

VENEZUELA—Electronic components, accessories. Agencia Panamericana, C.A. (importer, sales agent), Edificio Naco, Madrices a Ibarras, Caracas or Apartado 1189, Caracas. WTD 5/16/66.

371 Motor vehicles, motor vehicle equipment

GERMANY—Spare parts, accessories for automobiles, trucks, buses. Requests replies in German. Carl Bumann GmbH. & Co. K.G. (wholesaler, agent), 94 Semerteichstr., 46 Dortmund. WTD 12/1/66.

Accessories, parts for motor vehicles (passenger cars, trucks, buses). Ingenieurbuero Adolf Hauser O.H.G. (sales agent), 7 Stuttgart-N, Herdweg 76. WTD 12/5/66.

SPAIN—Parts, accessories for automobiles. Desires exclusive agency. Original Berg (agent, wholesaler, retailer), Marques de Casa Riera N°. 4, Madrid (14). WTD 12/9/66.

372 Aircraft, parts

SWEDEN—Accumulators, filters, high and low pressure, all types of valves. Montrax AB (importer, sales agent), Seglargatan 8, Sandviken. WTD 12/1/66.

383 Optical instruments

UGANDA—Optical instruments such as telescopes, field and opera glasses, microscopes. Amarbhai Mohamedalli Ltd. (importer, retailer), P.O. Box 195, Kampala. WTD 11/29/66.

391 Jewelry, silverware, plated ware

UGANDA—Gold and silverware articles, personal jewelry, vanity cases, lighters, cigarette cases, compacts, etc.; silverware such as knives, fork, spoons, related products made of sterling silver, of metal plated with silver, gold or other metal. Amarbhai Mohamedalli Ltd. (importer), P.O. Box 195, Kampala. WTD 11/29/66.

399 Manufacturing industries

HONG KONG—Portable fire extinguishers, gas or liquid. Catalogs, prices C. & F. Hong Kong requested. T. M. Wong & Co., Ltd. (importer, retailer, agent), 116A Argyle St., Kowloon, Hong Kong. WTD 8/9/65. Cable: Teemwong.

SOUTH AFRICA—Women's handbag frames; accessories for adornment of women's handbags, shoes. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town, Cape Province. WTD 2/16/66.

739 Business services

JORDAN—Firm wishes to represent building and construction contractors for roads, airports, bridges, hotels. Synco (Jordan) Ltd. (commission merchant), P.O.B. 1168, Amman. WTD 11/26/66.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list fo reach country. All are dated December.

Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Belgium.
Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Norway.
Boat and Ship Builders, Repairers and Chandlers—Austria.
Books, Magazines and Periodicals—Importers and Dealers—Lebanon.
Canneries and Frozen Foods—Producers and Exporters—Sweden.
Clothing—Manufacturers—Portugal.
Cooperage and Containers—Importers and Dealers—Spain.
Curios, Novelties and Handicrafts—Manufacturers and Exporters—Spain.
Dental Supply Houses—Belgium.
Electronic Equipment, Electron Tubes and other Electronic Components and Accessories—Importers, Dealers and Manufacturers—Finland.
Feedstuffs—Importers, Dealers and Manufacturers—Honduras.
Office Supplies and Equipment, Paper and Stationery—Importers and Dealers—Pakistan.
Plastics Materials—Importers, Dealers and Manufacturers—Iraq.
Pulp and Paper Mills—Spain.
Seeds and Bulbs—Importers, Dealers and Exporters—Bolivia.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

SPAIN—Frozen sea foods, especially squids, and non-edible octopus (used as fishing baits). Antonio Escobio Gonzalez (importer, exporter, wholesaler), Apartado N°. 519, Las Palmas de G. Canaria. WTD 1/28/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Plywood (obeche, poplar, etc.). Compagnie Eurafricaine des Bois et Materiaux (importer, exporter, wholesaler), 7 Avenue Stendahl, 13-Marseille, 9eme. WTD 12/5/66.

505 Farm products

PORTUGAL—Animal bones. Domingos da Silva Santos, Lda., Sucr. (importer, exporter, wholesaler, manufacturer), 196 Rua de Vera Cruz, Oporto. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ARGENTINA—The Government is continuing to explore the possibility of **developing the country's hydroelectric resources.** The El Chocón-Cerros Colorados project, costing an estimated $400 to $500 million (including $80 million for irrigation and $90 million for transmission installations over the 1,200 kilometers to Buenos Aires) is one project under study. Another is the Salto Grande project in the north, with an estimated cost of $321 million; $177 million by Argentina and $144 million by Uruguay. Both projects will require extensive financing from abroad. The pros and cons of a 500 megawatt nuclear generator as a possible source of electric power in the early 1970's are also being discussed.

In the face of a possible power shortage in the Buenos Aires area by mid-1967, the Greater Buenos Aires Electric Co., SEGBA, has called for bids for the **supply of four gas turbines** of 30,000 kw. each for installation in 1968. SEGBA is also seeking World Bank funds for the purchase of a 200,000 kw. turbine for the Puerto Nuevo plant in Buenos Aires.

The Government is also seeking International Development Bank funds for **rural electrification projects.** Currently under consideration by the IDB is a $20.7 million loan for expansion of the electric system at Mar del Plata and the rural areas of Mendoza and Santiago del Estero provinces. In late June 1966, nine foreign firms (none U.S.) submitted bids on a $27 million, 120,000 kw. thermoelectric power plant to be constructed near Luján de Cuyo in the Province of Mendoza. Supplier financing will be used to a large extent on this project.

CHILE—A new Chilean government entity, Petroquimica Chilena Ltda., has been organized to guide the development of the country's petrochemical industry. The new organization will be closely associated with two existing government enterprises, the Corporación de Fomento de la Producción (CORFO), and the Empresa Nacional del Petroleo (ENAP), each of which will appoint three of the six members of Petroquimica's Board of Directors. Plans for five of the projected **petrochemical plants** which were previously reported continue to develop. Their status is described as follows: **Ethylene plant** to be built by ENAP adjacent to its Concepción refinery. The Lummus Co. is designing the plant which will be built for an initial annual capacity of 30,000 metric tons and can be expanded later to 60,000 tons of capacity. Half of the $12.5 million required for construction of the plant is already available to ENAP and a loan for the remainder is being sought from the Interamerican Development Bank. The plant is expected to be completed by January 1, 1969; **chlorine and caustic soda plant** to be built by Petroquimica Chilena Ltda. at Concepción. A capacity of 100 tons daily of chlorine and an equal amount of caustic soda is planned. No contracts have been awarded but chances are the design and construction will be by an as yet undetermined German company from which the Chileans hope to receive long term credits. Total cost of the plan, which, hopefully, will be in operation by January 1, 1969, is expected to be about $12.5 million; **polyethylene plant** at Concepción. Negotiations are now in progress with the Dow Chemical Co. to organize a mixed enterprise controlled 70% by Dow and 30% by Petroquimica Chilena which will own this plant and the P.V.C. plant listed below. The polyethylene plant is expected to have an annual production of 15,000 tons. It and the P.V.C. plant are expected to have a combined cost of $20 million, half of which is to be contributed in the form of equity capital and the remainder of which will be sought on the international market. The completion date for the project is set for mid 1969; **polyvinylchloride plant** to be built at Concepción. Completion date is also set for mid 1969; **phtalic anhydride plant** to be built at Concon. Plans are for this plant to be built by a mixed enterprise owned 80% by Industrias Coia S.A., a wholly owned subsidiary of W. R. Grace & Co., and 20% by Petroquimica Chilena. The plant, with an expected production of 2,000 tons annually, will cost approximately $500,000 to build. No date has been set for beginning of construction on this project.

COSTA RICA—Progress on **the Plan Vial (Main Road) and Feeder Roads programs,** reported in this column in January 1964, **has fallen even further behind schedule.** Bids were received on only one new project, for 3.3 kilometers. Plans, specifications, and engineering on several other sections have been completed and should soon be advertised for bids. Plans, specifications and engineering for the paving of 115 kilometers of the Inter-American Highway were completed and the project may be advertised for bids in December. The Bureau of Public Roads will finance two-thirds of the estimated $8 million cost, with the Government paying the remainder from an Export-Import Bank loan.

HONDURAS—Realizing the **necessity of improved grain storage and distribution facilities,** the Government of Honduras is considering the **installation of such facilities, including grain dryers** in five different locations, based on recommendations submitted last year by Weitz-Hettelsater Engineers of Kansas City, Missouri. Two of these will have a 25,000-ton capacity each concrete silo, two of them will have a 5,000-ton capacity each steel silo, and one will have a 2,500-ton capacity steel silo.

The above-mentioned firm of engineers has estimated that the total cost of purchasing, engineering and installing all five facilities will be $11,408,144. A $4.25 million loan is under consideration by the Central American Bank for Economic Integration (CABEI) which, if granted and accepted, will enable the government to make the first two installations. Manufacturers and contractors interested in this

project are invited to contact the Industrial Development Dept. of the Central American Bank for Economic Integration, Tegucigalpa.

KUWAIT—The Emir of Kuwait laid the **symbolic cornerstone for the Sabahiyya City project.** Sabahiyya City is to be a **model town of 3,200 houses located about 25 miles from Kuwait City.** The town includes complete social services to meet the needs of the community expected to grow up around the petrochemical complex now being established by Kuwait near the existing facilities of the Kuwait Oil Co.

The total cost of the project, including schools, mosques, clubs, utilities, streets and landscaping is estimated at KD40 million (KD 1 = approx. U.S. $2.80), of which about KD15 million will be for housing construction. Planning and construction of Sabahiyya City is under the direction of the Ministry of Public Works, which has not yet drawn up final plans for the project. The Ministry, interested in utilizing the services of consultants specialized in town planning, has informally received advice from a town planner on loan to the Ministry. However, commitments for consultant services for the project have not yet been made.

The project has been conceived to boost Kuwait's prestige as well as to meet a housing shortage now developing in that section of Kuwait. The Ministry is considering including features relatively uncommon in Kuwait such as a water distribution piping system and central air conditioning for the entire town.

MALAYSIA—There are indications that a number of **projects in the development budget for 1967** in the following fields might be particularly suited to U.S. firms and Export-Import Bank financing: **plant and equipment for road construction; telecommunications equipment;** and **navigational aids for civil aviation.**

The Government's Economic Planning Unit hopes that in issuing tenders later this year and in early 1967 for equipment in these fields, the value involved will be substantial and attractive enough to interest firms and the Bank.

Firms in these fields may wish to obtain a loan copy of the development budget which broadly outlines projects in various industries. This document is available from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4674).

PERU—(U.S. $1 = 26.82 soles)—The President signed a decree prepared by the Minister of Development, authorizing the semi-autonomous regional development agency (*Junta de Rehabilitacion y Desarrollo de Arequipa*—JRDA) to accept international bids for the **construction of the first phase of the first stage in the grandiose Majes Project.**

The first phase of the Majes Project entails the **construction of a 15-kilometer tunnel** which will serve as the terminal link in a series of tunnels and canals that will eventually unite the waters of the Colca and Siguas Rivers. Work cannot begin until after Jan. 1, 1967, at which time the Italian consulting firm, Electroconsult, hopes to have completed the definitive engineering studies on the tunnel. It will take from three to four years to complete this initial operation at a total cost approximating 391 million soles.

The first stage envisions the construction of a large dam at Condoroma which is high on the Colca River. This dam will send a steady stream of water along 120 kilometers of tunnels (40 kilometers) and canals (80 kilometers), which finally will enter the 15-kilometer terminal tunnel ending in the Majes and Siguas Valleys. The cost of the first stage is estimated at 2,242,000,000 soles (2,533,000,000 soles when the invisible costs are added) and should produce enough water to irrigate 35,000 hectares in the Majes Valley as well as 22,000 hectares in the neighboring Siguas Valley.

Construction of the second stage, however, is not to be undertaken in the foreseeable future. In this stage the waters of the Apruimac River will be tapped through the construction of a high dam at Angostura. Passing through a series of tunnels and canals, the waters of the Apruimac will then connect with the Colca River and double the amount of precious liquid available for irrigation purposes. Because of the easier terrain, the cost of this stage is estimated at 994,000,000 soles (1,090,000,000 soles with the invisible costs included). Therefore, the total cost of engineering both stages of the Majes Project, at 1966 prices, will exceed U.S. $140,000,000.

SPAIN—The press has announced that provisional authorization will soon be granted for a **fourth nuclear power plant** to be built by the private power firm, Hidroelectrica Española, at Irta in the province of Castellon. This plant will produce 500 megawatts. Once provisional authorization is given Hidroelectrica will have a period of two years, during which time it will request bids on construction of the plant, to submit a final application to the Ministry of Industry for final authorization of a specific project. It is expected that Hidroelectrica is planning for actual operation of the plant in 1971.

THAILAND—Thawil Sunthornsaratul, Under Secretary of State, Ministry of Interior, RTG., stated in a press interview that the Metropolitan Traffic Congestion Problem Solving Committee has appointed two sub-committees to work on this project. One of the sub-committees will work out an immediate plan to alleviate the traffic congestion while the other is to conduct research on long-term planning which will dovetail with the new city planning. In this connection, **traffic control equipment** will be purchased. U.S. manufacturers of equipment for alleviating traffic congestion may **write:** Pol. Col. Varin Netrbutra, Deputy Commander, Traffic Police Division, Police Dept., Tripetch Rd., Bangkok.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

MEXICO—Pedro Noriega B., representing Imper-Mat, Cerrada Tecamachalco 39, Mexico 10, D. F., **interested in obtaining a licensing agreement for the manufacture of water-proofing materials.** Dec. 22 via San Ysidro, Calif. for ten days. c/o 2734 Via Anita, Palos Verdes, Calif. 90274. Itinerary: San Diego, Los Angeles, San Francisco. WTD in preparation.

NEW ZEALAND—Ian C. Gibbs, Australia & New Zealand Industrial Engineering Ltd., Albert Chamber, 140 Albert St. or P. O. Box 5480, Auckland, **interested in New Zealand and Australian agencies for machinery and equipment for timber, pulp and paper industry, and manufacture under license of pressed metal products.** Jan. 1 via New York for 15 days. c/o New Zealand Consulate General, Suite 530, 630 5th Ave., New York, N. Y. 10020. Itinerary: New York, Washington, Portland, Seattle, San Francisco. WTD 9/19/66.

NORWAY—Bjorn R. Paasche, Manager of his own firm, 1 Slottsgaten, Bergen, **interested in representing U. S. manufacturers of luggage.** Dec. 21 via New York for three weeks. c/o Aa. Mattsson, 429 E. 51st St., New York, N. Y. 10022. Itinerary: New York and East Coast cities. WTD 8/5/66.

SOUTH AFRICA—N. Levitan, representing E. Bilchik & Co. (Pty) Ltd., 33 Height St., Doornfontein, Johannesburg, **interested in locating U.S. sources of paints and interior decorating materials.** Dec. 23 via New York for two weeks. c/o Imperial Wallpaper Mill Inc., 1010 Schaff Bldg., Philadelphia, Pennsylvania. Itinerary: New York, Philadelphia, Cleveland, Washington, D. C. WTD 12/6/66.

E. Guttmann, Director, Erle & Stephens (Pty) Ltd., P. O. Box 103, or 21-23 Cuthberts Bldg., Plein St., Cape Town, **interested in direct purchase of packaging machinery and material.** Jan. via New York for three weeks, c/o American Express, New York, N.Y. Itinerary: New York, Richmond, Va., Chicago. WTD 5/12/66.

SWEDEN—J. Nagler, Managing Director, AB Karnag, Katarinavagen 22, Stockholm, **interested in a connection with U.S. manufacturers of bus body accessories and equipment,** especially electric destination gears, ventilation nozzles combined with roof light as used in aircraft, new insulation articles, windows, novelties. Jan. 4 via New York for one week. c/o Manger, Windsor Hotel, 100 W. 58th St. at Ave. of Americas, New York, N. Y. 10019. Itinerary: New York. WTD 9/28/66.

Construction Awards

CANADA—A list of firms awarded contracts by various Canadian Government Agencies (Transport, Public Works, Defense) during September and October, is available on loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

GREECE—The National Tourist Organization has announced that a British firm, Token Construction Co., has been awarded the contract for the development of tourist facilities in the Strofylia Kounoupeli area of the Western Peloponnesus. The contract calls for major investment in hotels and other tourist facilities, and in basic economic facilities, with about 55% of the investment to be supplied by Token and the remainder to be raised in Greece by Greeks acting in partnership with the British firm.

LIBYA—An updated list of projects which are likely to be awarded in the foreseeable future is available on five-day loan from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The list, prepared by our embassy in Tripoli, covers current and pending projects in the housing and petroleum industries and pending contracts in the public works, education, communication, transportation and agricultural sectors.

PARAGUAY—The Argentine firm Chacofi SA has been awarded the contract for the World Bank-financed job of paving the road between Coronel Oviedo and Villarrica. The contract is to be signed in about one month.

New Books and Reports

***The Challenge of International Finance.* Edited by Guenter Reimann and Edwin F. Wigglesworth. McGraw-Hill Book Co., New York. 1,017pp. $75.**

This comprehensive and timely compendium of information on international finance places major emphasis on the present-day interaction of government and private sector operations. This collection of studies, "designed to bridge the gap between theory and practice," starts with a sweeping survey of the world monetary system and major trends in international payments, including the Euro-dollar market, foreign investments, and financing of the developing countries.

A description of major world finance centers ranging from New York to Hong Kong is followed by a series of technical studies to guide the businessman and financier through the maze of mechanisms actually employed in international money markets, mobilizing capital, and financing international commercial transactions.

Chapters are included on arbitraging and hedging in foreign exchange and securities, the various systems of export-import financing, switch and barter transactions, and the acquisition of local currency funds.

A sizable portion of the book is devoted to an analysis of the role of governments and official international agencies in the fields of exchange stabilization, international settlements, and investment banking. The authors describe the operations of the International Monetary Fund, the International Bank for Reconstruction and Development, and the various regional development banks for Europe, Latin America, Africa, Asia, and the East-bloc; as well as the U.S. Government's major international financing institutions—AID, Eximbank, and FCIA.

The final part of this compilation presents a detailed Directory of Foreign Commercial Financing, covering both U.S. and foreign banks, agencies, and private finance companies in this field.

Write: McGraw-Hill Book Co., 330 West 42nd St., New York, N.Y. 10036

***International Business Education: Curriculum Planning.* By John Fayerweather, Jean Boddewyn and Holger Engberg. Published by New York University. 142pp. $2.50.**

This study was prepared as part of the program of Workshops for Professors of International Business, conducted by the Graduate School of Business Administration, New York University. It deals with two major aspects of the internationalization of business school studies: overall curricula planning and course content.

N.Y.U.'s workshop program began in 1964 under a Ford Foundation grant. The second workshop was conducted in 1966 with 20 U.S. companies having foreign interests as sponsors. A third workshop will be offered in June.

The program and this compilation of its discussions are designed to help business schools that are at critical stages of creating or reorganizing their international studies. The book contains an extensive bibliography and a listing of courses offered in international business at various schools.

Write: Graduate School of Business Administration, New York University, 100 Trinity Place, New York, N.Y. 10006.

Economic Summaries

Twenty-three economic summaries prepared by U.S. commercial officers abroad are now available. The price is $1 each.

For 1965: British Honduras (DIB-66-802, 13pp.); Central African Republic (DIB-66-803, 17pp.).

For the first half of 1966: Afghanistan (DIB-66-797, 10pp.).

For the third quarter of 1966: Argentina (DIB-66-798, 20pp.); Austria (DIB-66-799, 20pp.); Belgium (DIB-66-800, 7pp.); Chile (DIB-66-804, 23pp.); Colombia (DIB-66-805, 18pp.); Egypt (DIB-66-806, 23pp.); Finland (DIB-66-807, 16pp.); Greece (DIB-66-808, 25pp.); Liberia (DIB-66-809, 14pp.); Mexico (DIB-66-810, 18pp.); New Zealand (DIB-66-811, 13pp.); Pakistan (DIB-66-812, 23pp.); Panama (DIB-66-813, 14pp.); Peru (DIB-66-814, 12pp.); Saudi Arabia (DIB-66-815, 21pp.); Republic of South Africa (DIB-66-816, 11pp.); Taiwan (DIB-66-817, 21pp.); Thailand (DIB-66-818, 10pp.); Uruguay (DIB-66-819, 9pp.).

For September 1966: Brazil (DIB-66-801, 14pp.).

Write: Clearinghouse for Federal Scientific and Technical Information, U.S. Department of Commerce, Springfield, Va. 22151 (Attn: Code 410.66)

***Major Industries of India Annual.* Edited by M. P. Gandhi. Published by Gandhi and Co. Publishers. Bombay, India. 294pp. $6.**

This is a compilation of articles contributed by leading figures in Indian commerce, industry, and government. Among the industries covered are cotton textiles, iron and steel, sugar, oil, heavy engineering, automobiles, nonferrous metals, and coal.

Articles on the Fourth Five Year Plan, agriculture, trade, banking, wage policy, and transportation also appear.

Write: M. P. Gandhi and Co./Publishers, Nanabhay Mansion, Sir Pherozshah Mehta Road, Fort, Bombay—1 Br., India.

***Supplement to Foreign Enterprise in India: Laws and Policies.* By Matthew J. Kust. Published by the University of North Carolina Press, Chapel Hill. 108pp. $5.**

This supplement to Kust's 1964 volume covers the important new developments in the legal and administrative framework for investment in India in the past two and a half years. It discusses recent and proposed changes in taxation, foreign exchange control, labor laws, industrial licensing and industrial property rights.

Kust's initial study was one of a series examining the legal environment for foreign investment in selected countries, written under the auspices of the American Society of International law.

Write: University of North Carolina Press, Chapel Hill, N.C.

***The Dollar and the World Monetary System.* Published by the Committee for Economic Development, N.Y. 1966. 22pp. Free**

This is a reprint of Chapter 1 of a Statement on National Policy by the Research and Policy Committee of the Committee for Economic Development, and a synopsis of subsequent chapters of the complete policy statement.

The Committee's statement is offered as an aid to clearer understanding of steps to be taken in achieving improvement in the operations of the American economy.

Write: Committee for Economic Development, Distribution Division, 711 Fifth Ave., New York, N.Y. 10022

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—251 959/24

Calendar *for international traders*

AKRON—Jan. 18—Export Expansion Workshop, Holiday Inn, noon-3 p.m. Sponsors: Northwest Orient Airlines; Chamber of Commerce; REEC; Commerce Field Office, Cleveland.

BOSTON—Jan. 12—Dinner meeting, International Trade Association of New England, Inc., State Street Bank Roof Restaurant.

BOSTON—Jan. 12—World Business Perspective 1967 Seminar, International House, World Trade Center in N.E., Inc., 470 Atlantic Ave., 3 p.m.

CHICAGO—Jan. 12—International Trade Club, LaSalle Hotel.

CLEVELAND—Jan. 5—World Trade Assn. Luncheon.

JACKSONVILLE, Fla.—Jan. 17—Export Conference, 2 p.m., Commerce Field Office.

KANSAS CITY—Jan. 10—Meeting for Exporters with a panel of returning business travelers, Advertising & Sales Executive Club. Sponsors: Commerce Field Office; REEC; International Trade Club.

KANSAS CITY—Jan. 12—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

MINNEAPOLIS—Dec. 30—Consultations with Laton N. Henderson, member of U.S. trade mission to Bulgaria and Hungary, Commerce Field Office.

MINNEAPOLIS—Jan. 11—World Trade Assn. dinner meeting.

NEW YORK—Jan. 3—FCIB Round Table Conference on foreign finance, credit, collection and exchange problems, 1:30 p.m., Ben Franklin Hall, Advertising Club.

NEW YORK—Jan. 12—Meeting of the Overseas Automotive Club, noon, Summit Hotel.

NEW YORK—Jan. 16-18—AMA Orientation Seminar on financing U.S. investments abroad through the Euro-currency market and entrepot capital centers, St. Regis Hotel.

PITTSBURGH—Dec. 29—Export Counseling Program, 1-5 p.m., Chamber of Commerce Board Room. Sponsors: REEC; World Trade Council; Chamber of Commerce.

PROVIDENCE—Jan. 17—Dinner meeting, Providence World Trade Club, Sheraton-Biltmore Hotel.

ST. LOUIS—Jan. 17—Businessmen's Consultations with U.S. Trade Mission to Hungary and Bulgaria, Commerce Field Office. Sponsors: REEC; World Trade Club; Chamber of Commerce; Commerce Field Office.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR. 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA. 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

UNITED STA
GOVERNMENT PRINT
DIVISION OF PUBLIC
WASHINGTON, D C
OFFICIAL BUSI

CR - MAY 46129
UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

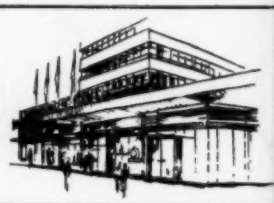
First-Class Mail

TRADE MISSIONS

Teams of business leaders travel abroad to promote U.S. trade and investment and exchange business proposals.

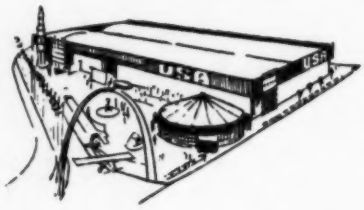
TRADE CENTERS

Permanent overseas showcases for U.S. goods—London, Frankfurt, Milan, Bangkok, Tokyo, Stockholm.



SAMPLE DISPLAY SERVICE

For U.S. firms seeking agents or distributors in Lebanon, Thailand, Kenya, and the Philippines.



MOBILE TRADE FAIRS

Traveling exhibits organized jointly by U.S. manufacturers and carriers, supported by Commerce.

AGENCY INDEX

For prospective foreign buyers. Lists local distributors of U.S. products.

COMMERCIAL EXHIBITIONS

U.S. product exhibits at international trade fairs abroad help American firms make sales, find new agents.

TRADE CONTACT SURVEY

Helps U.S. businessmen find foreign firms specifically interested in their products and services.

WORLD TRADE DIRECTORY REPORTS

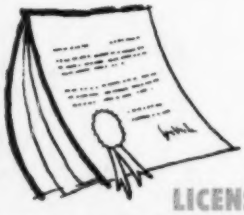
Describe operations of a foreign company—products, size and reputation, capital, annual turnover.

COMMERCIAL NEWSLETTER

Informs over 50,000 businessmen in 50 nations of new U.S. products, research, and economic trends.

INVESTMENT IN DEVELOPING COUNTRIES

American private capital strengthens economic progress and opens new opportunities for trade.



LICENSING

U.S. manufacturers enter into agreements for manufacture of their products by overseas firms in return for royalties.

AMERICA WEEKS

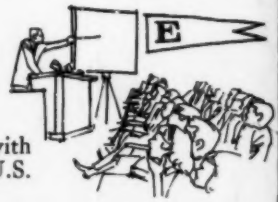
Special sales promotions of U.S. consumer products by overseas department stores, with Commerce Department support.

GATT NEGOTIATIONS

Nations are negotiating in the Kennedy Round in Geneva for trade liberalization.

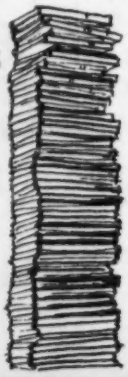
REGIONAL EXPORT EXPANSION COUNCILS

Public-spirited business leaders work with Commerce Field Offices to promote U.S. export expansion.



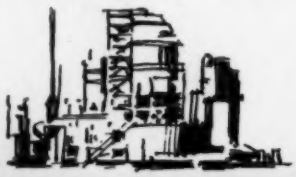
PUBLICATIONS

Hundreds of Commerce publications provide current information on business conditions and opportunities abroad.



FOREIGN TRADE ZONES

New York, New Orleans, San Francisco, Seattle, Mayaguez, Toledo, Honolulu—duty-free manufacturing and marketing.



PIGGYBACK PROGRAM

Cooperative export. Products of firms not equipped to sell abroad are "carried" to market by established exporters.